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IN
1924

THE HOOSIER BANKER

Officially Representing

INDIANA BANKERS ASSOCIATION

VOL. IX. NO. 10 INDIANAPOLIS, IND., OCTOBER, 1924 SINGLE COPY 25c

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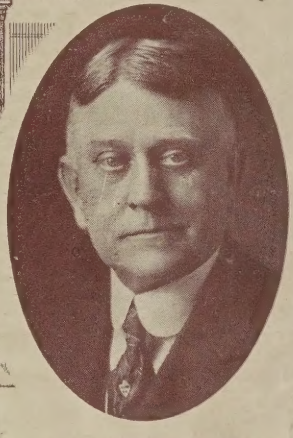
Brazil
President



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IN THIS ISSUE

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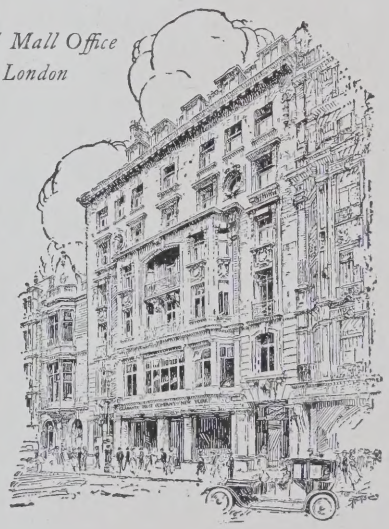

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VOL. IX. No. 10 INDIANAPOLIS, INDIANA, OCTOBER, 1924 Single Copy, 25c

PROCEEDINGS OF THE TWENTY-EIGHTH ANNUAL CONVENTION

INDIANA BANKERS ASSOCIATION

Indianapolis, September 11 and 12, 1924

The Twenty-eighth Annual Convention of the Indiana Bankers Association met in the Riley Room, Claypool Hotel, Indianapolis, Indiana, on Thursday, September 11, 1924, at 10:00 o'clock in the forenoon, and was called to order by the President of the Association, Mr. C. S. Kitterman.

The President: The Convention will please come to order.

We will be led, by Mr. Dwight Murphy, in singing two verses of "America," after which the invocation will be pronounced by the Rev. A. B. Philputt.

After the singing of "America," led by Mr. Dwight Murphy, the Rev. A. B. Philputt pronounced the following:

INVOCATION.

Almighty God, we do thank Thee for our country, a great, good land, with worthy ideals, commendable progress, consideration and restraint, where every man may have a chance, and all men are brothers.

We pray Thy blessings upon those here, who are in situations of authority and power, that they may have wisdom to guide aright the destinies of our Nation.

In the Nation and in our State, and everywhere, men feel increasingly the responsibility of public office and public duty.

We are all citizens. We all have duties to perform. May we feel keenly the obligations of citizenship.

We are, first of all and fundamentally, men—human men, aside from our occupations and special callings.

May we have a spirit of brotherliness and kindliness as between one another, as we come before Thee, today, as men needing the grace of God, needing the guidance of the Heavenly Light, need the strength of moral purpose; needing, and we trust in great degree having, the desire to do justice and walk humbly and show mercy before our God.

Bless this assembly of men, in their calling so important to the weal of the State, and of all citizens. May they be guided always, as we believe they desire to be, by a sense of justice, and right and truth.

As we meet together from year to year, our members change, for some go and others come, and we remember, today, oh God, one who for so many years was an officer of this Association, its Secretary; we remember his kindliness, his unselfish devotion, his great brotherly spirit, and today we would recall that by these things we remember him. And may we all desire to be cherished by those who love us for the good we have done.

Let Thy blessing abide upon this meeting and the various sessions, and be upon all the speakers, that the light of truth and inspiration, going out from this platform, may help and do good.

We ask it in the name of Jesus Christ, our Lord. Amen.

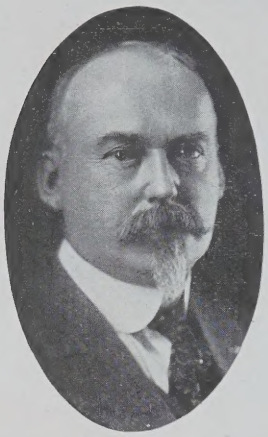
APPOINTMENT OF COMMITTEES.

The President: I think, at this time, I shall appoint one or two committees. I will appoint on the Proposed Amendments of By-Laws, a committee composed of Charles Zigler, of South Bend; Walter Bonner, of Greensburg, and C. D. Billings, of Seymour.

As the Resolutions Committee I will appoint A. G. Brown, John Rhue and Henry Pearson.

At this time we have been fortunate enough to secure for the delivery of our address of welcome, a man who is in closer touch, probably, with the banking situation in Indiana than any other man in the State, a man known to all of you, a man who is a practical

banker, a man who is devoting unstinted time and labor to his office—the State Bank Commissioner, Eben H. Wolcott, who will now address you.



E. H. WOLCOTT
Indiana Bank Commissioner, Indianapolis

Mr. Chairman, Ladies and Gentlemen: It is my pleasure and privilege to welcome you here, on behalf of the Indianapolis Bankers, the Clearing House Association, and those in charge of this Convention.

Your Annual Conventions have meant very much, indeed, to this city. They have meant a great deal to you, on account of the interchange of thought, and the acquaintances which you have made, and in welcoming you to this city, it is the purpose of the committees to not only entertain you physically, so that you may enjoy that part, but to give you a program which will be constructive and helpful, and mean very much to you in the management of your own affairs.

There is no key to this city. It has been thrown away, and you are welcome to everything in it, that you desire, or want. Of course, however, you should use discretion and judgment! But the gates are open, and every effort will be made to please you, to entertain you, and to instruct you.

I feel that it would be wise to give a rather short welcoming address, because you know how I feel toward you, and I would simply say that we welcome you with open arms, and everything that is unsaid, consider said.

However, I do want to talk to you a few moments on some changes in the Indiana Banking Law.

I think this Convention, with its full gathering, and the deep interest that you have in it, will be more concerned with that than anything else that I could say.

A number of you are national bankers, and do not come under state supervision; but anything that affects the welfare and prosperity of a state institution affects you just as much. You are all interwoven together, and the success of one is the success of the other.

I would like to have your President, or whoever has charge, to appoint a committee, consisting of two state bankers, two private bankers and two trust company officers, by-partisan, and with the selection of Mr. Sims, if possible, for the purpose of meeting together before the next Legislature convenes, in order to re-draft the Indiana Banking Law. And I shall try to give you some reasons why this should be done.

You will remember that when the law was passed creating these various kinds of banking institutions, they operated, to a large extent, along certain lines; but with enlarged powers, which have been granted by more recent legislation, there is practically no difference between the operation of a trust company, a private bank, and a bank of discount and deposit. But they all operate under different laws, and it is confusing. Some are, perhaps, restricted too much, and some have altogether too much freedom.

The National Banking Law is uniform all over the United States, and there is no reason why there should not be more or less uniformity in the state banking laws.

One of the things I wish to call your attention to first is a thing that I consider of imperative necessity, at certain times, in this State.

Whenever a bank fails in Indiana—and there are, occasionally, such misfortunes—under the present banking laws a receiver is appointed by the local court, and the Banking Department has nothing more to do with it.

Twenty-eight States in the Union have passed laws, under which the Banking Department takes charge of such closed institutions. They have in those departments skilled and experienced men who are under limited compensation, prescribed by law, so that the assets of a closed institution are not absorbed by charges which often astound us, who are mere ordinary people, and not attorneys.

To illustrate this: The Chippewa Bank, which failed in Missouri not long ago, came under the Banking Department of Missouri, and they have collected and distributed one million and a half dollars of assets, at a cost of ten thousand dollars. What would that have cost in Indiana under an ordinary receivership?

In many cases, the men who are appointed have no banking knowledge or experience. They are appointed through the favor of the local court, or someone else. In many cases, and wherever we have had the power to do so, we have had a banker appointed as receiver.

But it ought to be under limited charges, and conducted by experienced men, so that the depositors and the stockholders will be protected to the fullest extent.

There should be some new law as to excess loans. Under our present state banking law there is nothing except a rule that twenty per cent. of the capital constitutes an excess loan. Whether you follow it or not, is your own affair, but if you fail and meet with losses you are subjected to severe criticism. However, we have no control over you until after it is done.

There should be a limit to the investment of banking houses in furniture and fixtures. You may not know it, but in some cases in this State the entire capital of the bank is invested in furniture and fixtures.

The Banking Department was created for the protection of depositors. The lawmakers felt that the bankers knew how to take care of their own business, and how to protect their stockholders. But the Banking Department is for the protection of the depositors, and it is, therefore, our duty to see that the capital is well invested, so that the deposits may be taken care of in case unforeseen events arise.

There are, however, some restrictions under our present law. A private bank cannot lend to officers or directors more than thirty per cent. of its capital. A trust company cannot loan, directly or indirectly, to its officers, or employes, anything at all. A bank of discount and deposit has absolutely no restriction.

Something should be done in this matter.

I don't believe there is a banker here present, today, who is connected with a state institution, that would not gladly welcome a law that made it possible for him, at sometime, to say, "No, I cannot do this; the banking law does not permit it."

As it is, they may be involved in long time loans, sometimes inadequately secured; and, as occasionally is the case, when a man gets involved in a bad situation, he keeps pouring more money into it, in order to protect himself, and when there are no restrictions there is, to a large extent, no restraint.

There should be considerable improvement in the way of examination.

On September 30, 1916, there were seven hundred and fifty-two banks and trust companies, and other financial institutions under the control of the Banking Department of the State, which was then under the Auditor of State. They had a total of three hundred and twenty-four million dollars, in round numbers. The force that took care of that business was a clerk under the Auditor, and seven examiners.

Today, our last report shows that we have eight hundred and sixty banks, trust companies, and so on, and instead of a total of three hundred and twenty-four million dollars, we have a total of six hundred and twenty-two million. We have only two more examiners than they had then. We have the same office force, and we are under the same restrictions of the Legislature, which says we can spend only just so much money.

In that connection, gentlemen, this money that is contributed for the examination of banks is your money, and it should be spent for your service, and should not be tied up and turned back into the state treasury. That department was not intended, at any time, to be a revenue producing proposition. We turned back last year $5,114 over and above expenses of the Banking Department. We turned back $8,849 from the Building and Loan Association Department. And then, with the addition of what we call our Loan and Credit Department, we turned back a total of $39,713. This year we will turn back over $40,000.

Now, I feel that that money should be expended for the service of the banks, and the various institutions under our supervision.

We haven't help enough over there to give you people a duplicate report of the examinations. Why shouldn't you have it? Every national bank gets it, but under our state organization we haven't help enough to furnish it to you.

The Legislature says that we shall spend just so much money for operating expenses, and so much money for other expenses. Now, this money belongs to you, and it ought to be appropriated for service in your behalf. That is a thing that I am asking you to help to get, with the aid of this committee that I have referred to.

And last, with the probability that I shall be criticised as a result, I am going to tell you one more thing.

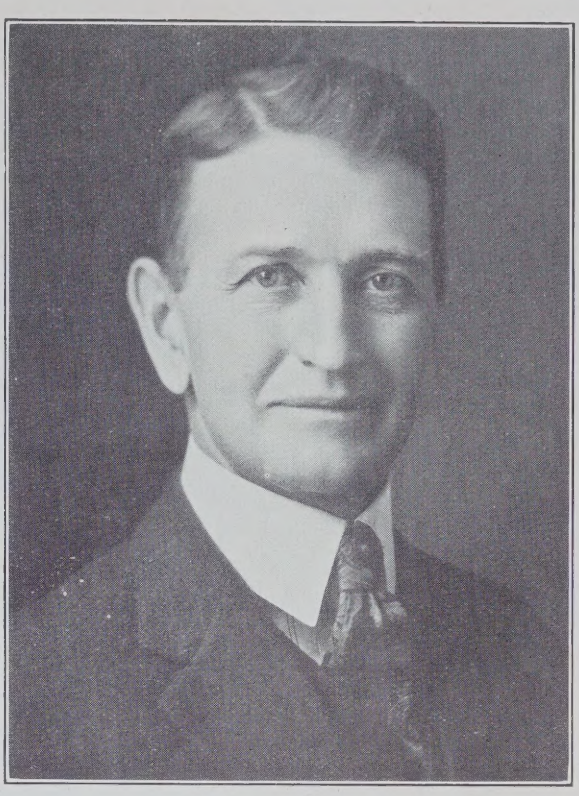
The Banking Department should not be a political football. It is the most important Department in the State of Indiana, because it deals directly and indirectly with the wealth and happiness and the prosperity of the people. You can fire a commissioner—he doesn't amount to much, anyhow, probably—but the examiners over there ought to be protected, some way, by law, so that you shall, at all times, have efficient and capable men to make examinations of your bank.

At the present time we do not pay a satisfactory salary. We have lost four men in the year and a half that I have been over there, on account of inadequate compensation. Their salaries should be graded—so much the first year, so much the second year, and so much the third year, so as to encourage them to continue in the work, and make themselves more efficient. We cannot do that under this law that we have at the present time, because we have no appropriation. Whether they are Republicans, or Democrats, is not a matter of such great concern. I prefer Republicans, of course (laughter), but the important thing is efficiency. The important thing is to have men there who know that they will stay, and not be thrown out at every change in administration, or at any whim that someone may have. They are there to protect your interests, and you have a right to see that capable, competent and worthy men are employed.

And I think, further than that, they should be under some civil service program that would provide that only fit and capable men may be selected.

Now, gentlemen, I have talked a little longer than I should, but these are matters that have come to my attention since I have been over there as Commissioner.

Just one thing more, to show you how this work is interesting not only the State Banking Divisions, but the American Bankers Association. I received a letter from Mr. Sims the other day, calling attention to a resolution that was passed at the meeting of the State Banking Division of the American Bankers Association at their last annual meeting. Here is the resolution:



C. S. KITTERMAN, Cambridge City
Retiring President Indiana Bankers Association

"Whereas, As state bankers we are vitally interested that the highest efficiency be maintained in the office of all state banking supervisors and commissioners; therefore

"Be it Resolved, That we favor the divorce of bank supervision from all other functions of state government, to the end that commissioners and banking superintendents may devote their entire attention to the administration of banking affairs and to bank examinations.

"That the tenure of office of banking superintendents be made more certain and lasting, and not subject to political change.

"That sufficient compensation be paid to attract men of the best quality.

"That men intended for the examination service be chosen who have had practical banking experience."

Mr. Chairman, I sincerely trust that you will see that the committee be appointed, as distinguished from your regular Legislative Committee. And I hope that you will select men for that committee whose views are broad enough to take into consideration just what is necessary for the welfare and prosperity of the banking institutions.

Now, one word in conclusion:

I see a vacant chair and the shadow of a form of an old friend of ours, who so often has been present at these gatherings. I had the pleasure of knowing him a great many years, and I loved him as you all did. Whether it is possible, through the Divine plan, that

those who pass on can pierce the veil and see and understand that which is going on in worldly affairs, I know not, but if he could see and could speak, I know that he would say, "Carry on." Carry on this splendid work that he was so deeply interested in, carry on the activities of this organization to its full fruition, until it equals what his dreams always were—the best in the country, the best in the land. No greater compliment, no greater respect, no greater honor could be shown him than to carry on the work that he so ably began.

I thank you. (Applause.)

Mr. R. C. Stephenson: Mr. President, I was very much impressed by the remarks made by the Banking Commissioner, with reference to the necessity for the appointment of the committee he suggested. I, therefore, move you, sir, that it be the sense of this meeting that the Council of Administration appoint a special committee to consider changes and amendments to be made in the banking laws of the State of Indiana.

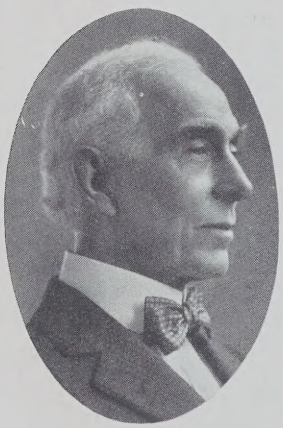
The motion was seconded by Mr. M. S. Sonntag, and prevailed unanimously.

The President: I want to say, Mr. Wolcott, that the appointment of that committee will be up to the incoming administration, and I want to assure you, and assure the members of the Indiana Bankers Association, that anything I can do to forward that movement—although I am not interested in it personally, being connected with a National bank—I will be very glad to render all the assistance possible.

Mr. Wolcott: I think there should be one Democrat and one Republican on the committee.

The President: We have been fortunate in having been able to secure a man whom we all know, and who will now reply to the address of welcome—Mr. Walter Ball, of Lafayette. (Applause.)

RESPONSE TO ADDRESS OF WELCOME.



WALTER J. BALL
President Lafayette Loan & Trust Co., Lafayette

Mr. Walter Ball: Mr. President, Ladies and Gentlemen: It will be conceded, I assume, in all banking circles, that every banker should look forward, and not be content to study and scan the conditions which are close at hand; that he should look beyond and peer into the future as far as he reasonably can, so that he may be able to trim his sails accordingly.

If he sees something in the future which is promising, he ought not to at once become too enthusiastic and count his chickens before they are hatched; and if he sees anything which is discouraging, he ought not to feel discouraged or downcast, but he should keep a better lookout and conduct his business in such a way as to properly meet the conditions.

I say this as a prelude to a little message which I am going to deliver to the bankers here, because it contains a prediction—not far off in the future, but one that we can all see.

I am going to ask you to come with me and look into it, and I don't think it is going to require any concerted action on our part. It is more for the individual.

I am not vouching for the people who made this prognostication. I don't know a thing about their reputation, but I will give it to you for what it is worth, thinking that it might interest you, and it might, possibly, fan into flame the dying embers of a flickering hope.

It is this: Two men were having a political discussion. It seemed to be good natured, but at the end of it one fellow said, with a good deal of vehemence, "We are going to get corn up to a dollar and thirty cents a bushel, and that will throw the farmer into a better mood, and make him forget his past dissatisfaction."

The other fellow came back at him, sharply, saying, "If you get corn up to a dollar and thirty cents a bushel, we are going to get rye down to a dollar and twenty-five cents a quart." (Laughter.)

I don't know which one would have the better of that argument, but if any of you feel hopeful, do not violate that principle of banking which says, "Don't count your chickens before they are hatched." Don't be too thirsty, and when you trim your sails to meet that condition, I am going to ask all of you to be careful that you don't get three sheets to the wind yourselves. (Laughter.)

There are a good many ladies here. I presume they are bankers, and I don't want to be in the attitude of holding out to the men something to look forward to with pleasure, and yet I want to square myself with the ladies by being absolutely fair to them.

Fairness is of the utmost importance in the banking fraternity. If we are not fair in our banking business we cannot retain public confidence. It is one of the things which is absolutely necessary in banking, as well as in every other walk in life.

There has been some bad advice given out, which might, possibly, restrict the women in some of their privileges, and I want you bankers to join with me in stamping out the bad effects of that advice.

Women are now full citizens, and I want them to enjoy all the privileges of full citizenship. If I had my way I would strike off the restriction of the proposal of marriage, and give them full right to propose to anybody that they might want to. If they had done that years ago, I would have stood a better chance, myself. (Laughter.)

They are doing one thing though which I think they ought to be limited in. They are using the powder-puff entirely too much. A woman who enters business life ought to have ambition enough to shine in that business without so much use of the powder-puff, but every time they get a little shine on their noses they whip out the puff and rub it off. (Laughter.) That is not right. They ought to be more ambitious.

Now, this bad advice which I want corrected is this:

A young man, a gallant of today, met his girl down town about dinner time, and took her in and gave her the best dinner that money could buy. It was an expensive dinner, and after it was over he went with her to the best show in the town; he got her the very best seat, paying a stiff price for it. After the show he wasn't content to take her home in the street car, but he got an automobile and took her home. He left her at the door step, thanked her for the pleasant evening, and went on his way.

But on the way home he got to thinking, and he said to himself, "I wonder, now, if I have left out anything that should have been done." He was puzzled. So the next day he went to an old bachelor friend and

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C. D. BILLINGS
President First National Bank, Seymour

told him this story. He said, "Last night I met my girl. I gave her a good dinner, an expensive one. I took her to the theater and gave her the best seat in the house. I took her home in an automobile. I thanked her for the evening and said good-bye. Should I have kissed her?" His bachelor friend looked at him and said, "Great Scott, no; you did enough for her." (Laughter and applause.)

I want to say right here that I wasn't that old bachelor who gave that advice—and I never will. (Laughter.)

Now, my friends, if there is any custom in this world which is entitled to the over-worked name of "time-honored custom," it is this one of giving an address of welcome to guests and assemblages, with the customary or usual response thereto.

That custom started away back in the days of the Prodigal Son. When that young man got a few hard bumps in the world, having his checks thrown out by heartless bankers, for want of sufficient funds, he did like the boys of today—he went home, and he got a very good, warm welcome. From that day to this the custom has been coming down without interruption. It must have gotten a very good start, because it grew so strong and so robust that it has never allowed any person or anything to stand in its way. Nobody has dared to lay ruthless hands on it. It has held uninterrupted sway.

It is almost beyond understanding how that custom has withstood the onslaught and escaped the attacks of succeeding ages, because there is such a burning desire in this new age of ours to strike off the old and take on the new, to take out the curves and shorten the distance, to eliminate everything which is not essential—in short, to step on the gas and get up the highest rate of speed in the shortest space of time, it being the aim to shorten up everything except cash and vacation time.

There are a few things a little bit longer than they used to be, but they are the exceptions to the general rule. I am not going to say a word about the elongated conventions which are now and then held in this city. Nor am I going to say a word about the prolonged investigations which are going on in Washington. But there is one thing which has been lengthened out, and according to the way people talk about it, it has caused more unrest and more discomfort than anything that has happened in a long while.

There is a real thirst for the good old days—and I now refer to the very much longer time between drinks, than we used to have. (Laughter.)

"But there are many things which have been made shorter. Look, ladies (it is not necessary to tell the men to look), but look at the short skirts, look at the bobbed heads, and look at the long sleeves which have been yanked out by the roots. Look, too, at the sedate and dignified banker, saying a hurried, if not an abrupt, good-bye to business in the afternoon and then hurrying as fast as possible over the shortest path to the golf links, and yet, regardless of all of these tendencies, this good old custom goes merrily on."

There has been a lot of effort made to get rid of this custom of having an address of welcome, but it was principally on behalf and on the part of married men. Those poor fellows haven't any sympathy. They never knew where their night key was. They couldn't find it. They were stumbling around their front door trying to unlock it with a cork-screw or a fountain-pen, and they waked up their wives and made them come down and let them in. Those were the addresses of welcome that those fellows were trying to get rid of. (Laughter.) They bristled, fairly bristled with epigrams, and a whole lot of epithets, and that audience had to stand in rapt attention—and they didn't get a lick amiss. (Laughter.)

Those are the fellows that have been trying to get rid of this address of welcome. They even appealed to science when they couldn't do any good themselves. Knowing that science has, in its course of progress, eliminated a great many of those old methods and old customs, they thought that science might help them out.

Why, science came in and invented lots of things, but it has never been able to get rid of this custom.

Look at the tractors; see the wonderful child of science coming down the field pulling a large self-binder, cutting wide swathes through the golden grain. See how it stands out in strong contrast to the scythe and the cradle which our ancestors had to wield with a full arm swing in the harvest days of their time.

And just think that science has never yet been able to find a way to mow down, or to bind up, or to even run over these fellows who have been cutting wide swathes down through all the ages with that spell-binding apparatus, the address of welcome—and, of course, the response thereto.

Now, Mr. President, it is almost unnecessary for me to say that the speakers of today are not included in that. I know that the modesty and the moderation of both of them is so apparent that there is no occasion for bringing them to the notice of this audience.

Look at Science again—or, rather, listen. Here comes Science, and it says to Coal Oil, to Kerosene, "Snuff out the old tallow dip, which was moulded into form in the homes of our fathers."

And then listen again to Science, coming along and saying to Gas, "Drive out Kerosene, with its dangerous lamps and its smoking wicks, from the field of lighting."

And then it says to Electricity, "Come along and force Gas into the gasometer, and keep it under control, so that it will be used wholly for heating purposes."

And yet that powerful Science has never yet found a way to control the verbal gas which is given out in these addresses of welcome—and, it is not necessary to say, the responses thereto. (Laughter and applause.)

Then there is Science again. It comes in through the back yard and tells our ancestors to pull the fire out from under the old kettle and to throw those pork rinds and fat meat into the political pork barrel, and go and buy their soap and rest assured that these fellows that have to give these addresses of welcome will make all the soft soap that is absolutely essential to the happiness of the human family.

But, my friends, this custom goes merrily on. And why shouldn't it? I am glad it survives. If it had not I would not have gotten my picture on the program, and I am sure Mr. Wolcott feels the same way about it. I think he feels grateful to me. If he doesn't, he ought to, because he was allowed to have his picture on the same page with mine. (Laughter.)

Miss McDaniel and the printer, too, apologized to me for the oversight. I told them I would excuse them if they never would do it again, and they promised that they wouldn't.

Now, nobody should want to get rid of this custom. It was born of the very best of parentage—Courtesy and Appreciation; and it was reared under the very best of hands—in association with Gratitude and Good Fellowship.

Everyone knows that there is no factor so powerful in popularizing a business as courtesy, and it behooves everyone to practice it to the fullest extent, because discourtesy and neglect of the ordinary amenities of life will drive customers and depositors away with wounded feelings, which will be slow to heal, if they heal at all. I think it ought to be extended, instead of curtailed. It ought to encompass everybody and everything which will promote good will, good fellowship, honest, whole-hearted co-operation, unselfish community spirit. For these are the things that beget and build up good citizenship, and good citizenship is the savior of law and order, which are the mainstays of the state and nation.

Now, Mr. President, there is a face missing from our midst today—a face which, for more than twenty years, has beamed its welcome to the bankers of the state; a face which bore the high trace of manhood and manliness; a face which bespoke a kind consideration for everyone; the face of a man whose words and works are impressed upon nearly every page of this Association's history. The absence of that face today is a loss to us. However, we can take consolation in memories of him and of his works, and we can take a greater consolation in the knowledge that the rich reward has been promised to the good and the true and the just, and such a man was Andrew Smith.

And now, Mr. President, on behalf of the banks of the state, I want to say that the generous hospitality so nicely extended by Mr. Wolcott is fully appreciated on this occasion, as it has been on other occasions in the past. While we are bound by ties of birth, business and association, to our respective localities, our state pride, our Hoosier loyalty, are big enough and broad enough to extend to the capital of the state, and it can speak for us, no matter where we are, or what we do. It can proclaim from its point of vantage the resources of the state, the immensity of its business, the extent and fertility of its farm lands, its richness and wealth in its mines and in its quarries, its efficiency in its schools, and its loyalty to its people. And we ought to be proud, and we are proud, of having that spokesman, and we are looking forward to the time, and it is not far distant, when the Indianapolis of tomorrow will be much better than the Indianapolis of today, and the voice that it has today will be extended and expanded, and when Indianapolis speaks for us, its people, that voice will be heard in every state in the Union, and you will be hearing other states saying, "Hush, Indianapolis speaks."

FRANK D. STALNAKER
President Indiana National Bank, Indianapolis

Indianapolis is a worthy capital of a great and important state, and we all join conveying to the bankers and the people of Indianapolis our deep appreciation of the generous hospitality extended to us.

I thank you. (Applause.)

The President: I am sure that we all unite with Mr. Ball in his address, responding to Mr. Wolcott's very fine welcoming address.

At this time, fellow bankers, it is my hard task and your misfortune that I am compelled to inflict upon you my address.

PRESIDENT'S ADDRESS.

Members of the Indiana Bankers Association:

Last year when you saw fit to make me President of this Association, the greatest of its kind in the nation, through the kindness of the officers then serving I was presented with a mammoth hammer. But I wish to state that they played Indian with me and did not let me keep it. As soon as your backs were turned they took it back. So you now understand one of the reasons I did no knocking. But the best reason was that with such a splendid organization it would be out of the question even if they had permitted me to retain the wonderful souvenir.

Why a President's address?

As a member of the Program Committee I found that I would not be allowed to side-step this ordeal to you and to me.

Washington Irving tells us there are two ways in which men of limited ability gain the reputation of great wisdom. One is to look wise and say nothing, and the other is to talk a great deal and say little.

Now, in an address I cannot look wise and say nothing, and talk a great deal and say little.

Early in the year the bandits and hold-up men seemed to organize to keep us busy. They started off by killing Charles Wright, of Edwardsport, at his post, and terrorizing Spencer in true Jesse James style; but, instead of horses, they used automobiles.

This wave of lawlessness has been kept up throughout the year, but by the strenuous efforts of the Association, many of these men are behind the bars, and others, who have been arrested for other crimes, are serving sentences in various prisons over the United States. While many have found that it was decidedly better to ply their nefarious trade in other states. Carrying on the Protective Department has been an expensive proposition. The trails of these criminals have led us to all courts of the nation, and have kept our detectives on the jump. We have found it impossible to arrest all these criminals. But I wish to assure you that the Protective Department has done all in its power, with its limited facilities in the way of finance and men, to bring these men to book. Unfortunately, often when criminals have been apprehended, and the bank has been reimbursed, it has lost all interest in the case, and the prosecution has fallen flat with the result that the criminal is turned loose to prey on some other member. In other cases, the fugitives have been located, and the local officers have refused to do their duty and make the arrests.

Early in the year we found the protective fund almost bankrupt, with a robbery occurring weekly. There was no provision to raise funds, so an S. O. S. was sent out with the net result of about 65 per cent. of the banks answering, and which gave us $5,284.41. This was fine, but it is an unsatisfactory way to raise funds. You see that either by neglect or indifference to the need, 35 per cent. of the members failed to respond.

You will be asked by the committee appointed to investigate that they have formulated a plan that will be far more equitable and satisfactory. I want to urge you to give this recommendation your careful consideration. All told, this year, we have spent about $7,000.00 in this work.

The county organizations, where operating, have proved of great benefit to the member banks. Personal acquaintanceship has done much to increase the safety in banking by opening up credit information. One case was brought to my attention, where a firm moved from one county seat to another, and were highly recommended by the bank, with whom they had been doing business, on the strength of which a loan was made. An inquiry to a bank in a neighboring town developed the fact that one of the members of the firm had shown in past transactions a tendency to evade his obligations. On the strength of this letter, the payment of the note was enforced. The firm opened up a line of credit with another bank in the town, who disregarded the information that was passed on by the bank calling the loan. In less than eighteen months the business was taken over and operated by the creditors, in order that they might protect themselves.

What stronger argument could be made to prove the worth of organization?

The State Association in the past has done everything in its power to foster these county organizations. But, owing to the lack of officials who could devote their time to the work, it has been impossible to reach all counties asking for assistance in the form of speeches. It is to be hoped that this can be remedied in the future.

The business outlook of the country is decidedly on the upgrade, but far from what could be desired. In the light of the past year, it has been demonstrated in agriculture, that here, as in every place, the law of supply and demand governs prices. A short acreage of wheat gives a short crop with corresponding higher prices. A short crop of corn last year necessarily meant a short hog crop. What hogs were marketed early were of an inferior grade and half fat, with now a shortage, causing resulting higher prices. With the corn crop short this year in acres, and further curtailed by late planting, will make for a short hog crop. No corn—no hogs. The country is overrun with visionaries who are advocating that the farmer change his products. Good. If he is not compelled to change his whole equipment to do so, and understands his new venture. But remember, the change cannot be made over night, nor in a week nor month. It may take years.

Just as logically say to the manufacturer, who has been making boots and shoes, and finds it unprofitable, make automobiles. I know that much of this sounds like rank heresy, but it is the way that I, a practical farmer and a banker in a farming community, see it.

Legislation—National, State.

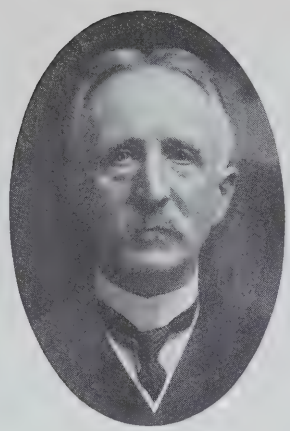
Among the more than 1200 banks of Indiana, who serve the public, we find national banks operating under the national laws; state banks, trust companies, savings and private banks operating under the laws of the State of Indiana. These laws are affected by the numerous decisions of the courts, and by the rulings of the Comptroller of the Currency, the decisions of the Bank Examiners, and the interpretations of the state laws as seen by the Bank Commissioner. Unfortunately, the majority of these men, however able and conscientious, are subject to political appointment, and any incumbent has no assurance of term of office for long enough time to carry out a definite program to its consummation. I want to say that I did not know when I wrote this that Mr. Wolcott was going to make the recommendation that he did. We were thinking along the same lines, without knowing it. Under this conglomeration of systems, it is a miracle, and speaks well for the honesty, integrity and good judgment of the men who go on day by day, and year after year, safely guarding the capital and savings of the whole country, and advising as to investments and financing industry.

What we find true in Indiana is true in every other State of the Union. In fact, in many of the States, the laws are so lax that the general stability of the banks is menaced. Every banker going wrong and every bank failure is a crime against all good men and a menace to all sound institutions. How often we hear the remark, when some trusted bank employe goes wrong, and the percentage is a negligible fraction of one per cent., "If we cannot trust that man there is none we can trust." I wish to again say that the bank official who does not prove worthy of his trust, not only injures the institution employing him and endangers the deposits of that institution, but he injures, to a far greater extent, you and every person in the profession, by destroying the confidence of the public in this loyal corps of employes.

It was this confusion of laws that led to the introduction during the last sessions of Congress of House Bill 8887, prepared and introduced in the House by Louis T. McFadden, chairman of the House Committee on Banking and Currency. Mr. McFadden is well qualified to sponsor such a bill, for he has had more than thirty years' experience in the banking business, starting as a messenger when sixteen years of age. We can hardly expect the politicians to favor such legisla-

K. M. ANDREW

Cashier LaPorte Loan & Trust Co., LaPorte



D. A. COULTER

President Farmers Bank, Frankfort

CHAS. L. ZIGLER

Vice-President First National-Union Trust Co., South Bend

HUGH DOUGHERTY

Vice-President Fletcher Savings & Trust Company, Indianapolis

tion; but it goes far towards showing the necessity for such legislation by the hearty endorsement it received by the banking fraternity throughout the country. Mr. McFadden states concerning this bill that, "A unified state and federal system under one control, will, I hope, finally be created.

"I believe that a bank examination should be more than a mere examination. It should be an audit, free from domination or control by any one individual.

"I believe there should be created a department of examinations—a bureau, if you please to call it that, responsible for the audit of all of our banks under such a unified system."

That it failed to come to a vote before the adjournment of Congress was no fault of its sponsor, nor an indication that it is a dead issue. It will come to life again during the next Congress, and it behooves every man to insist to his congressman and the senators from this State, that we are vitally interested in the passage of this law. The public, too often, ignorantly takes the stand that a law sponsored by the banks is all in favor of the banks, and against the depositors, never stopping to think that the banks are themselves depositors of other banks, and thus are better able to offer advice than the personal depositor.

We, as bankers, know the value of building and loan associations, when conducted as such. They fill a place that banks cannot. But when, as in many places, they carry on an active banking business, with total disregard for the laws governing such business, they not only violate the law, but endanger the savings entrusted to their keeping. We find many instances throughout the State where such associations have taken names very similar to that of some well established banking institution. And find, as in one case, where the names are very similar, the capital of the legitimate bank is $1,000,000, while the building and loan association places across its window its name and states, "Authorized capital $10,000,000. We pay 6 per cent. on savings." You know the difference, but how many people looking for a safe place to deposit will be able to see the colored gentleman in the stove wood? And 6 per cent.—it looks good to the seekers after interest. The law does not consider ignorance an excuse. But many years ago I was taught at my mother's side that an action that in itself was right, if practiced to deceive, was as wrong as if the action in itself was wrong. How many of the depositors in the building and loan association recognize the fact that their deposits become payments on capital stock, and this or any other association could as easily incorporate for a $1,000,000,000 as $10,000,000?

When we consider this situation and House Bill 8887, I believe that every banker should go home and take his coat off and go to work seeing that we get honest, conscientious lawmakers. Be you Democrat or Republican—get busy! See that good, clean, able men are elected to our public offices—men who will do their duty without fear or favor.

We had a wonderful mid-winter meeting again, with Archibald Harris as the main speaker on "Income Tax," followed by a delightful evening with Captain O'Hay with his lecture, "Soldiers of Fortune." At this meeting the unfairness of the government advertisement, "Invest $80.00 in tax-exempt Government Certificates, and in five years receive $100.00." That on the face appeared 5 per cent, was discussed, and action taken that resulted in the withdrawal of unfair competition, this throughout the State of Indiana. At this time a resolution was introduced and carried, asking for more drastic punishment for robbers and hold-up men. The group meetings were the best that have ever been held. Withal, the year has been successful in a business way with the Association.

The Association was unfortunate during the last year to lose the Chairman of the Agricultural Committee, through the death of John Shirk, President of the Brookville National Bank, who was unable to attend the conference called by Chairman Otis of the American Bankers Association at Purdue during the winter. At this conference the fact was emphasized that too many of our farmers were jumping from one crop to another, trying to hit the high market, with the result that they all try the crop that is scarce this year, and next year there is a glut, and prices toboggan.

I want to call your attention to what I consider a successful tenant. This man moved to a new farm last fall, and while his neighbors refused to sow wheat, he got in the usual crop of eighty acres that averaged twenty bushels. He has besides his corn, wheat and clover crop, hogs, sheep and cattle. His first market crop this spring was wool, followed by hogs—then lambs—then wheat—then fat cattle, now another lot of hogs ready for market—timothy seed, and later another crop of hogs. This man will succeed. He has the only system that will pay on a farm—hard work and always something for market.

Just so soon as the farmer begins to prosper, all

other business will look up. Let him suffer a severe financial reverse, and all business will follow suit.

This year we have lost from our midst some of our oldest and best friends. The hand of death has removed three of our ex-Presidents, James W. Sale of Bluffton, Jonce Monyhan of Orleans, and J. C. Shirk of Brookville, and after a year of suffering and a brave struggle to come back to our midst, we have lost the biggest and strongest man the Association has or ever will have—a man known to all and missed by every member; one who was never too busy, too tired, or too sick to give to his friends a word of cheer, and to his work his best efforts. It is fitting at this time that this Association devote the balance of this session to a memorial service in the memory of Andrew Smith, who has passed to his reward. There are no more like him.

I want to express to you, on behalf of the widow of our worthy and beloved Secretary, Andy Smith, and the immediate family, sincere thanks to the members of the Indiana Bankers Association, personally, and as a whole, for the many kind remembrances that were conveyed to them.

We have felt that at this time it would be fitting to devote the balance of this session to a Memorial Service in memory of Andy Smith, and to carry out that program we will have a song by Dwight Murphy, one of his dearest and nearest friends in Indianapolis.

Mr. Murphy sang "Abide With Me."

The President: The Program Committee has selected some of the men who were closely associated with Mr. Smith, to give short addresses at this time.

Mr. Billings will talk to us about "Mr. Smith as Secretary."

Memorial Services

TRIBUTE BY C. D. BILLINGS.

Mr. President, Ladies and Gentlemen: Reference has already been made to the absence from our midst this morning of that wonderful man, that wonderful personality, Andrew Smith.

I have been asked to say a word with reference to his work as Secretary, but I find that I haven't the gift of language to express my own estimate of his work, and I know that I shall fall far short in expressing the esteem in which he is held by the bankers of Indiana.

It was my pleasure, for several years, to be associated with Mr. Smith in an official way. It was my opportunity, during those years, to observe his work as Secretary, and it was my opinion then, and is now, that he was a perfect Secretary.

With his wonderful personality he was able to put life into meetings. He was modest when modesty was necessary. He was bold and forward when that was necessary. I have seen him in meetings where the program was good, and going well, when you would scarcely know that he was in the hall. And then I have seen him in meetings where things were not going so well, when he would come forward boldly and inject life into a meeting that had been indifferent, and make it a perfect success.

It was also my privilege and opportunity, while serving as Vice-President and President of this Association, to meet the secretaries of thirteen other state associations. We met at Milwaukee, we met in Oklahoma City, and then last March, at the invitation of our Association, the Central States Conference met in Indianapolis.

I found in all those meetings that Andrew Smith was not only looked up to as a friend, but he was looked up to as a Secretary whose advice and counsel was worth while on the part of all the secretaries of those states.

Most of us here in Indiana, and in this Association, have known no other Secretary than Andrew Smith, and I am sure that all of us feel that he fell nothing short of being an ideal Secretary.

Andrew Smith was a real man. Even though few men possessed the good qualities that he possessed, all men admired the attributes and qualities that were found in him.

He was the personification of honor; his character was adamantine; he never swerved from doing what he thought was right; he was immobile in the choice of right from wrong; he was sanely conscientious; he never strained at a gnat and swallowed a camel, but his conscience functioned all the time, and accurately.

He had a kindly and a generous nature. He bore burdens which did not belong to him, but which were rightfully the trials and tribulations of others. Under such circumstances he did not complain; he got under the load cheerfully, and carried it off so lightly and so easily that it did not appear to have any weight at all.

Andrew Smith was an intelligent man. He did not have the opportunity of much schooling. Circumstances compelled him to enter into employment when a mere boy—at least not older than sixteen. But he had an alert mind and he applied it in such a way that he took his place as an equal, if not the superior among most men who had had scholastic advantages. He attended a university in which the men and women whom he met were the members of the faculty, and experience was his text book. He was endowed with brains, and he used them. Andrew Smith was a successful man. He was a success as a banker and as the Secretary of the Indiana Bankers Association.

The Indiana Bankers Association was organized in 1897, and he became its Secretary early in its history—in the year 1902—and served continuously as Secretary until on May 1st of this year, when he resigned, and then as Secretary Emeritus, until the time of his death.

He took charge of this Association in its infancy, and by his intelligence, loyal and efficient supervision guided its character and growth, until he saw it as it is today—an organization almost a hundred per cent. in its membership, valued and respected not only by the bankers, but by the entire citizenship of the State of Indiana.

We have all been glad to concede that the Bankers Association was Andy Smith's organization. We do not give him credit for what it has meant to us just today. We paid him that honor in his life time, and we now reaffirm the declaration that it was his guiding hand and spirit that constructed it and brought it to the point of perfection which it has attained.

This organization has given us service beyond our calculations. Andrew Smith saw to it that this As-

ANDREW SMITH.

Secretary Indiana Bankers Association twenty-two years. Elected Secretary-Emeritus May 1, 1924, when he resigned as active Secretary on account of ill health. Mr. Smith was born November 8, 1860, in Indianapolis, and died August 5, 1924.

sociation carried out every vestige of reason for its birth and life.

The day or the night was not too disagreeable, nor were his personal cares and responsibilities too heavy to cause him to shrink from placing the service of this Association at the command of any bank or banker, and it is quite probable that he gave his life in this conscientious service.

His duties as Secretary brought him into contact with all classes and conditions of men. He met financiers and economists and county officials, newspaper reporters and writers for magazines, professional platform men and musicians, hotel men and caterers. He met men who had schemes and devices of all kinds for sale. He met detectives, police and criminals. And with all of these he deported himself as a master.

He came into contact with every detail of banking. He was asked for information and advice about every conceivable phase of the banking business, and his response was always generous and wise.

During all the years of his Secretaryship with this Association he was connected in an official capacity with a bank in Indianapolis, yet he never used his position of Secretary as a means, unfairly, to pull business to his bank.

In helping to select officials for this Association he always recommended men who, in his judgment, were best fitted for service, regardless of their banking affiliations. In this course he showed wisdom, he demonstrated his unselfish loyalty to the Indiana Bankers Association, and he gave new evidence of the genuineness of his character.

His influence upon this Association was marvelous in its constructiveness. He was naturally endowed with leadership and executive ability, and he always pointed in the right direction.

His big job is done. But when the tools dropped from his hands, the structure which had been building for twenty-two years was completed. It was his recompense to live long enough to see the things upon which he had set his heart come into full bloom of usefulness.

His was a life devoted to faithful service, that we might have an Association that would be of real value to every member of it, an Association which would function for the benefit of the business in which we are engaged.

Mr. President, this is our testimonial. We thank God for the life of Andrew Smith. We are grateful for having had him as our Secretary for so many years. We appreciate far more than words can express the many things he did for our welfare. We shall never cease to miss his presence in our meetings. We shall cherish his memory forever. (Applause.)

The President: We have with us at this time a man who has spent years of faithful service side by side with Andrew Smith, and who knows him, and did know him as a banker throughout the full course of his banking life.

Mr. Frank Stalnaker, President of the Indiana National Bank, and President of the Indianapolis Clearing House Association, will speak to us of Mr. Smith as the banker.

TRIBUTE BY FRANK D. STALNAKER.

Mr. President, Ladies and Gentlemen: I knew Andrew Smith for more than forty years.

When I first knew him he was a clerk in the Fletcher Bank, over on the north side of Washington street, while I was a clerk in a bank on the other side of the street.

Andrew Smith, as a clerk, stood out head and shoulders above all the other clerks in the banks of Indianapolis. He made the clearing sheets for the Fletcher Bank for years after he became Paying Teller. Those sheets would be accurate, and upon them he made beautiful figures, and when the clerks had differences in their balances they would lay Andrew Smith's sheet aside.

He was born in Indianapolis, down there on Irish Hill. We have had many prominent citizens who were born and reared, and received their schooling, down there, and they all seem to be proud of it. Many have been in the bank and told me that they had gone to school with Andrew Smith on Irish Hill.

Andrew Smith first entered business with Fred P. Rush and Company, the largest grain dealers in Indianapolis, at that time. He served them for two years, and then went into the Fletcher Bank, where he remained for twenty years. He then went into the poultry business, but he didn't like that, and didn't stay in it very long, and at the time the American National Bank was organized he took a position with it as Assistant Cashier.

Mr. Powell came from Madison, a few years later, as President of the Capital National Bank, and Mr. Smith went over there as Vice-President.

After Mr. Powell's death I was elected President of the Capital National Bank, and for the last eighteen years I have been closely associated with Mr. Smith. In fact, when we merged with the Indiana National Bank, Mr. Smith went with me to examine that bank. They had a number of their officers examining our bank, and I selected Mr. Smith to help me examine the Indiana National Bank.

I had all confidence in Mr. Smith. He was a good banker; he was conscientious, careful and courageous.

He was Secretary of the Indiana Bankers Association, as Mr. Billings has told you. He bought theater tickets for all the bankers, all over the State; selected their doctors, their hospitals, and looked after them while they were here, and did everything in the world that a man could do, to please his customers.

Andrew Smith was a man who was courteous and careful in his dealings with negroes, Chinese, Japanese, and people of other nationalities, and with business men—he treated them all alike. He had a wonderful personality, and was loved by all. We have had a number of men come into the bank since his sickness, who said that they didn't see how we could get along without him.

He was a sociable fellow, and with very little foolishness in everything he did.

He was very accurate in everything he did, and his work stood out above that of others. I believe he had more friends in Indianapolis, and in Indiana, than any other banker.

Since Mr. Smith's sickness, I called at the hospital and at his house, after he was taken home. On his door at the hospital they had a sign, "Keep out," but I slipped in one day, and he was glad to see me. He told me that Walter Bonner had also slipped in to see him. He was very much pleased, and he said he wished all the boys would slip in and say "Howdy-do."

He was conscious up to the time of his death. Mr. Kitterman, the President of this Association, was at his home a number of times.

Mr. Smith told me on the Friday before he died on Tuesday, that he was just simply waiting for the Lord to call him, and he was ready to go.

Letters were received from many banks in Indiana, and from banks all over the United States. A great many of these came to my desk. I received one from Mr. James J. Fagan, Vice-President of the Crocker National Bank of San Francisco. He had some Irish blood in him, too, the same as Andy, and

they were friends for many years. That was a beautiful letter. I also received a letter from Mr. J. H. Puelicher, President of the Marshall-Illsley Bank of Milwaukee, and who was President of the American Bankers Association in 1923—and he was one of the very best Presidents the American Bankers Association ever had. He spoke very highly of Andrew Smith, as a good banker, as did all of the other letters received.

Andrew Smith was good in every way—good as the Secretary of this Association, as a citizen, as a banker, and as a man.

A little quotation comes to my mind, of just two lines. I don't know who the author is, but I think it appropriate to repeat here:

"We are glad that he served with us and we sorrow that he has gone." (Applause.)

The President: Among our members who have been closely associated with Mr. Smith throughout the Association work, there is none better qualified to speak of Mr. Smith as a citizen and a good friend than Robert A. Morris, who will now address you.

TRIBUTE BY ROBT. A. MORRIS.

Mr. President, Ladies and Gentlemen: So many well deserved tributes have already been paid to our departed friend that it is no small task, at the present time, to add something new, and to say it well.

The choice of words and kindly phrases are, at best, only the outward expressions of that deeper feeling which refuses to be thus released.

This is especially true as applied to Andrew. There was something so much finer and nobler in the man, than anything he said or did, that a mere recital of his activities, manifold as they were, is no real measure of the impression that his life has made upon our beloved state and the city of his choice.

In addition to the splendid talents he possessed to serve the Bankers Association, fraternal, musical and other circles of this city, he had that indefinable quality which, for want of a better term, we call personal charm.

Without any apparent effort on his part he worked and sang and smiled his way into the hearts and lives of those with whom he came in contact, and he absorbed friends unto himself as the sunshine absorbs the dew at morning time. Strong in mind and body, guided by unselfish purpose, and possessed of a tireless energy, he laid the full tribute of his talents and his time on the altar of his fellowmen with a happy heart, and the world called him to constantly more extended service.

Thus, as his talent grew and his circle widened, he became a very responsible and a very responsive citizen.

As we sit at this service, before his vacant chair, only the chair is empty, for he lives in the sweet memory of a life poured out in loving service to his fellowmen.

On August 5th, when he fell into the deep sleep, we have faith to believe that he wakened on the morrow with the accustomed smile on his face, a song upon his lips, and sunshine in his heart, and by those tokens they knew it was Andrew—and he went in.

I thank you. (Applause.)

The President: There has been one side of Andrew Smith's life that has been briefly touched upon, but I feel that at this time no one can more fully express our feelings toward Andrew Smith as a friend than his old associate and friend, Walter Bonner, of Greensburg, who will now address you.

TRIBUTE BY WALTER W. BONNER.

Mr. President and Members of the Indiana Bankers Association, and friends of Andrew Smith: Life is sweet just because of friends we have made and because of the things that we share in common.

We want to live, not for ourselves, but because of the people who care. It is the giving and doing for somebody else upon which all life's splendor depends, and the joy of this world, when you have summed it all up, is found in the making of friends.

Andrew Smith found his great joy in service for somebody else, and in the making of friends. He might well have been the man of whom Edward Markham was thinking when he wrote, "Let me live in a house by the side of the road and be a friend of man."

Andrew Smith loved to work at his desk, and gave ready ear and kind words to everyone who passed along that way, and got his great joy therefrom.

No place affords a better opportunity, I think, to extend a helping hand to fellowman than a banker's desk—and Andrew Smith made the most of it.

He was the Secretary of this Association that Mr. Billings has said he was.

He was the banker that Mr. Stalnaker has said he was.

He was the citizen that Mr. Morris has said he was.

But, over and beyond all that, he was the friend of each one of us.

We all have ambitions; everyone is seeking a goal, whether conscious of it or not. It is one thing with some; it is something else with others. With many it is the getting of money—money, money, and more money—get money, it matters not how. At the end the money has melted away and nothing is left.

With some it is fame—to hear their deeds celebrated by crash of cannon; to hear their names proclaimed with loud hurrahs by multitudes whom they never knew is as sweet music to their ears.

But Andrew Smith found his joy in the making of friends. Monuments are erected to the memory of men—monuments of stone and of bronze—but the grandest monument of all is to be enshrined in the hearts of your fellowmen.

Thus far in my journey through life I have learned some sweet and some bitter lessons, but none truer than this—to spend in all things else, but of old friends to be most miserly.

There are many things to contend against in this world, and life is such a struggle that the kindly word and the helping hand of a friend outweighs all else beside.

Life is full of mistakes, and the public is ever ready to see and condemn. But one's friends who know him best are the ones who see his mistakes; they know his faults, but they love him still.

Our friends are the ones who have seen us in our daily walk. They know what we have tried to do, and why; and though we fail, our friends are the ones who encourage us to try again.

So I think that one's friends are the best assets that he can have. Fortunate, indeed, is he who has succeeded in making many and true friends, though he has failed in all things else—nay, he cannot have failed in all things else—he has succeeded in obtaining that great reward, the love of those who knew him best.

And so today, as we meet here and devote this hour to the memory of Andrew Smith, we mingle our

tears because he has gone; we rejoice that he has lived among us, and that we, each one, have been able to call him friend.

And just now I would like to ask you to join with me and stand for one minute in silence, with bowed heads, while we think of him, and have the hope that he is looking down at this moment, and is taking part with us in this service.

(The members rose and stood in silence for one minute.)

God grant that we, each one of us, may so live that we shall meet him and greet him in the Great Beyond.

The President: We will now be favored by another of Mr. Smith's favorite selections by our friend, Mr. Murphy.

Mr. Murphy sang, "In My Father's House Are Many Mansions."

The President: This ends the program for this morning. We will now adjourn until 2 o'clock this afternoon.

Whereupon a recess was taken until 2 o'clock this afternoon.

PROCEEDINGS OF MEETING OF MEMBERS OF THE AMERICAN BANKERS ASSOCIATION

The members of the American Bankers Association in Indiana met in the Riley Room of the Claypool Hotel, Indianapolis, Ind., on Thursday, September 11, 1924, at 12:00 o'clock noon, for the purpose of electing the following named officers:

One member of the Executive Council to succeed Mr. C. L. Zigler.

A Vice-President for the American Bankers Association for Indiana, to succeed J. Edward Morris.

A member to serve on the Nominating Committee at the Chicago Convention, and an Alternate.

Vice-Presidents for Indiana for each of the following sections: National Bank Section, Trust Company Section, Savings Bank Section, and State Bank Section.

The meeting was called to order by Mr. C. L. Zigler.

Mr. Eugene H. Miller, of South Bend, was elected as a member of the Executive Council, to succeed Mr. Zigler.

Mr. Charles Bueshing, of Fort Wayne, was elected as Vice-President for the American Bankers Association for Indiana, to succeed Mr. J. Edward Morris.

Mr. C. S. Kitterman, of Cambridge City, was elected as a member of the Nominating Committee at the Chicago Convention.

Mr. Kent M. Andrews, of LaPorte, was elected as Alternate for Mr. Kitterman, as a member of the Nominating Committee at the Chicago Convention.

Mr. Walter Bonner, of Greensburg, was elected Vice-President for Indiana for the National Bank Section of the American Bankers Association.

Mr. C. O. Holmes, of Gary, was elected Vice-President for Indiana of the Trust Company Section of the American Bankers Association.

Mr. Lewis Legler, of Evansville, was elected Vice-President for Indiana of the Savings Bank Section of the American Bankers Association.

Mr. Edward Morgan, of Chesterton, was elected Vice-President for Indiana of the State Bank Section of the American Bankers Association.

There being no further business to come before the meeting, on motion, duly made, seconded and carried, the meeting adjourned **Sine die.**

AFTERNOON SESSION

Claypool Hotel, Indianapolis, Ind.,
Thursday, Sept. 11, 1924, 2:00 o'clock P. M.

The Convention met pursuant to adjournment, and was called to order by the President.

The President: The Convention will please come to order. Your Program Committee, in making up the program, was fortunate enough to secure the services of one of the most prominent Hoosiers—the most prominent Hoosier at the present time—and it gives me great pleasure to present to you our distinguished citizen, the former Vice-President of the United States, Thomas R. Marshall, who will address us at this time. (Applause.)

MR. MARSHALL'S ADDRESS.

Mr. President and Gentlemen of the State Bankers Association: It seems impossible to convince presiding officers that I am still a Democrat. They will insist on pouring out a glass of water every time I appear on the platform. (Laughter and applause.)

You behold before you one of the bright consummate flowers of the civilization of the third decade of the Twentieth Century. There are others here, but their modesty will prevent them from admitting it.

By that I mean that I am one of that large number of men who know all about everybody else's business except his own, who is quite competent to give advice on everything except his own affairs; who is

sure that there isn't any organization of men on earth that will not be benefited by his advice.

Now, unfortunately I have never had the opportunity to talk to you. You are still out of the penitentiary! (Laughter.)

The bankers that I have been in the habit of coming in contact with are those who either by virtue of my prosecution or my defense went to the penitentiary. (Laughter.)

I, for a long while, thought I knew something about the trials and tribulations of banking. I noticed a strange anomaly in the law of the land. The law said that when I put my money in your bank—now, that is a mere fable, but I mean if I had any money and put it in your bank—the relation of debtor and creditor arose between us, and that you owed me money, and it was your duty to pay it to me when I wanted it.

The law also said—and I suppose still says—that if you don't pay everybody who has an open account in your bank, immediately upon demand, you are insolvent. Therefore, I have the great pleasure of addressing a body of insolvent gentlemen today! (Laughter.)

The law went farther than that, and for several years I made my humble protest against it, and made it in vain. There are certain crimes that are known to the legal fraternity as crimes that are *malum in se*—wrong in and of themselves. They arise out of those breaches which are forbidden by the moral law of the community, and which have been very fairly crystallized in the Ten Commandments. Those are laws that meet with the entire approval of everybody. There is no very great difficulty in convicting a man of murder in America, with the entire approval of all the people, unless he shall happen to have had a mole on the back of his neck, which made him irresponsible for the commission of the crime! (Laughter and applause.)

The modern civilization attempted to do some things which, even yet—although the courts have overruled me, and said I didn't know anything about it—even yet does not find the approval of my judgment.

They have been making, from time to time, statutory crimes—what are known to the law as *malum prohibitum*—things that you cannot do.

Now, the laws of these several States of this Union, while they have declared that you and I are debtor and creditor, insofar as any money I may be fortunate enough to have in one of your banks is concerned, nevertheless you face the danger of imprisonment if you take a deposit when you are insolvent; and you are insolvent whenever you do not pay every man every dollar that he wants, at the time he calls at your desk.

Now, I insist, and I still believe it, because I am one of those fools that learn nothing by experience—I would have made a splendid professor in Andover Theological Seminary—you know, they say up there that they take the professors every five years and swear them solemnly to the fact that they have not learned anything in the last five years, and pledge them that they will not learn anything in the next five years. I would have made a fine professor in that institution, because I believe, gentlemen—and this is the first thing I have to say in my recollections of this business of yours—I believe that more trouble has come to the American people by the legislatures of the several States and the Congresses enacting into law those things which were not criminal in and of themselves. I believe that there should be an evil back of the conduct of a man, before you shall say that he is a criminal.

But it didn't do me any good, and it hasn't done my clients any good—those who have graced the walls of the Indiana Penitentiary. And it won't do you any good, either; you might just as well accept the law as it is.

HON. THOS. R. MARSHALL
Indianapolis

And I may be pardoned here for suggesting to you that I am not one of those, at the present time, who are insisting on kicking the courts out of office every time the courts don't decide a case to suit me. I know the courts are wrong. I am quite satisfied of that, when they don't find the way I would like to have them find. Nevertheless, I prefer to abide by the decisions of the courts of this country, rather than take my appeal to the mob on the streets of Indiana! (Applause.)

There was one instance of an appeal from a judicial decision that ought to satisfy every man that he should faithfully obey the decisions of the courts, however unjust they may seem. There was a man, the greatest teacher, the greatest philosopher, and, in my opinion, the incarnate Son of God, who was tried before a Roman judge, who found no guilt in the man. They took an appeal from Pilate to the mob, and they crucified the Saviour of mankind between two thieves.

That ought to be sufficient for any right thinking man to conclude that he ought not to appeal from the decisions of the courts to the vagrant fancies of every man who happens to walk the streets of our cities.

But that is the law that you have got to look out for—if you accept deposits when you are insolvent, with the knowledge, all the while, that you are insolvent.

Now, I have found out some of the things that lead bankers into trouble—and these are largely reminiscences of a country lawyer, for I spent three years of my life in either prosecuting or defending alleged bank wreckers—and I found certain things in the law that led to their troubles.

I found, in one case, that when a bank vault was opened, there had been an old red cent slipped down behind the drawer, where nobody had seen it, and that was all there was left in the bank vault. Everything else had found its way onto the wheat market in the city of Chicago.

Now, I should lay it down as a man who is not in the banking business and who, before God, would sooner be in the trenches in Europe than to run a bank—and I would stand more chance of salvation, I

RALPH K. SMITH
Vice-President Fletcher American National Bank, Indianapolis

ROBT. A. MORRIS
Vice-President Fairmount State Bank, Fairmount

think, than I would if I was trying to run a bank—I think it is the most dangerous business on earth. You may not agree with me, because you may be sitting here having a good time, but I tell you, gentlemen, I think banking is about the most dangerous business that a man can engage in. Bomb throwing is mere idle play beside it.

If I had my way about it I would be pretty sure that the President and the Cashier of my bank—and I wish I had thought of this about a year ago; I could have saved a little money that I have lost since then (laughter)—I would be right sure that the President and the Cashier of my bank were men who didn't have any gambling instinct in their souls.

If I was on a Board of Directors and I found my President or my Cashier playing either poker, or mah jong (laughter), I would take some steps to remove him from his position. He has a dangerous bee in his bonnet; he has a dangerous tendency.

It is an awful dangerous thing for a man to have a lot of money lying around that he can dispose of, temporarily, at least, as he pretty jolly well pleases.

Now, the first great danger of banking, in my judgment, is the speculative instinct of the human mind. Fortunately, I think I would make a good President and a good Cashier, because I wouldn't loan anybody anything at any time! (Laughter.) I would just lock it up and keep it there until you came and wanted it. But I wouldn't make any money in the banking business.

Then, I found a certain gentleman who stared the penitentiary doors in the face, and—well, he didn't walk in, but the jury violated the law and let him off with a fine! In talking to that jury I didn't say anything about the banking business. I talked about his defense of the Union. He was a Union soldier. Well, they didn't send him to the penitentiary. But I found where he got into his trouble. He permitted overdrafts. Now, I expect you don't like this, but you know you are not responsible to me, and I am not responsible to you. There isn't any one of you who would loan me a dollar if I wanted it, and I am going to say what I think about it.

I think one of the dangers of banking is in overdrafts. This man permitted overdrafts, and then he had to take notes for the overdrafts, and then the notes were not worth anything, and when he got through, he found himself facing a petit jury in northern Indiana.

Now, I don't know whether the law has ever made it an offense for a banker to cash an overdraft or not. It hadn't done so when I left Washington. The Committee on Banking and Currency, at the instance of a gentleman who, I understand, is a warm and intimate friend of each one of you—the late Comptroller of the Currency, John Skelton Williams—had a bill introduced making it unlawful for a bank to cash a check when the money was not actually in the bank to pay it. That bill came up in the usual order in the United States Senate, and then John Sharp Williams made, briefly, this sort of a speech: He said, "Mr. Chairman of the Committee on Banking and Currency, do I understand that this bill provides that my bank cannot cash my check if I have no money on deposit to pay it?" "Yes, that is the idea." "Well," he said, "I am agin it, and I am going to tell you how I do my business. I do my business with the Riggs Bank, in the city of Washington, and the Yazoo Farmers and Planters Bank of Yazoo City, Mississippi. For instance, I get word from the Riggs Bank that my account is over-

(Continued on page 57.)

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The President: I know that we all feel doubly grateful to Mr. Marshall for the wonderful address he has given us.

For our next speaker we have with us a man of national reputation, a man whom I am going to take no time in introducing to you, because his time is limited, as he wishes to catch a train, and by special request he has changed his subject from that assigned to him on the program, "The Next Step in American Progress," to "Saving the Day for the U. S. A." He is doing this in honor of the fact that tomorrow is National Defense Day.

I take great pleasure in introducing to you, at this time, Dr. William Arthur Ganfield, President of Carroll College, Waukesha, Wisconsin, who will now address you.

THE NEXT STEP IN AMERICAN PROGRESS.

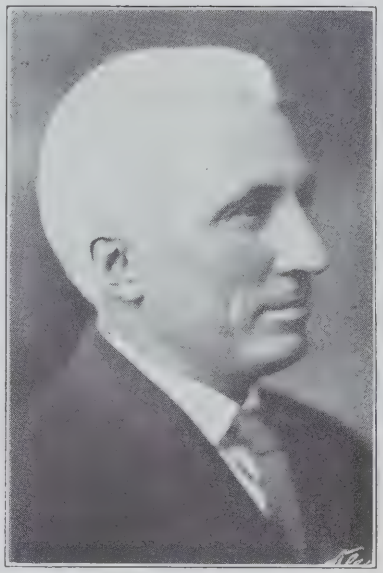
By Wm. A. Ganfield, President Carroll College, Waukesha, Wis.

Ladies and Gentlemen: I am delighted to be here, but will confess at the outset that the things I am going to say are not intended to make very much change in your personal character or habits.

I would rather be a citizen of the U. S. A. than a Soviet of Russia. I would rather be the husband of one wife in Wisconsin than of twenty wives in Turkey. I would rather be a white man in America than a black man in Africa, or a yellow man in China. I would rather live in the U. S. A. in 1923 than to have ever lived anywhere at any time before. This is a great day in which to be alive. It is also a day of great and grave problems. The student of American history one thousand years from now, if there is any America then, will learn about this period as being one of the most serious, most critical, and yet one of the most important periods in the whole history of the human race on the footstool of God. This is a time when it would be much easier for the human race to fail than to keep from failing. It is a real challenge to every man who thinks to inquire what are the fundamentals for the preservation of the civilization which we today enjoy.

I shall not, this morning, attempt a definition of what we really mean by civilization, and will take the conception of the artist, who, painting the picture of a very beautiful woman upon the canvas, placed upon her forehead the words, Wisdom, Scholarship, Knowledge, Power, for Knowledge is Power. Upon her finger tips he wrote the words, Skill, Thrift, Wealth, Power, for Wealth is Power. Upon her breast he wrote the words, Sympathy, Friendship, Love, Power, for Love is Power, and upon her ankles he fastened the wings with which she hovers over mankind. Civilization came to man many hundred years ago. When Abraham was but a lad at his mother's knee, in ancient Ur of Chaldea, civilization was already there, and while she stayed, wonderful was the progress which the Chaldeans made. But what is left today of either Babylonia or the ancient Chaldean state? Both are gone, and forever gone. Civilization made a western move. She paused for a bit in the valley of the sluggish-flowing Nile. While she stayed, swift was the progress which the Egyptians made. When Moses was a student there, Egypt had builded a university with which none other could compare. And so far back as the time when "Tut" was king, Egypt was a wonderful and prosperous state. Indeed, Egypt was then the "Granary of the East," and she might have remained so had not the Egyptians failed.

Civilization made another westward move. She stopped for a while in that beautiful country that pushes itself down into the warm, blue waters of the southern Mediterranean Sea. Marvelous was the progress which the ancient Grecians made. Today we cannot beautify our homes, decorate our cathedrals, or adorn our temples without ever being reminded of our debt of gratitude to the folk of ancient Greece. To be sure, there is a modern Greece quite able to retain a place among the nations of the earth, but ancient Greece with all her glory is gone, and forever gone.



DR. WM. A. GANFIELD
Waukesha, Wis.

Civilization made one more westward move. She stopped for a bit in the City of the Seven Hills—in that boot-like peninsula that pushes itself down into the warm waters of that same southern, sunny sea. Marvelous, indeed, was the progress which the Romans made, until within a brief time Rome stretched her left hand to the westward, held in her grasp the sunny lands of Spain, reached across the "wet ditch," and touched with her finger tips the British Isles. Stretching her right hand to the eastward across the straits beyond Asia Minor, she held the valley of the Tigris-Euphrates in her grasp. But what has become of ancient Rome? To be sure, there is a modern Italy coveting and striving to maintain a place among the first powers of the world, but ancient Rome with all her splendor, like ancient Greece with all her glory, is forever gone.

Civilization made one more westward move. She stopped for a bit amidst the vineyards of luxuriant, beautiful Spain, and while she stayed, wonderful was the progress which the Spaniards made, until in a little while the empire of the middle ages reached her hand across the Atlantic, and held within her power the new continent between the seas. But in 1898 we were surprised, the world was amazed, and Spain was shocked, to discover how really weak she had become.

We never dreamed, the world never guessed, and Spain never would have believed that she had so far lost her power, and it is my fear today that Spain never can regain a place as one of the first powers of the world.

My fellow citizens, one, two, three, four, five, six great white races have carried the torch of civilization and have carried it high. One after the other

R. W. AKIN
Cashier Peoples State Bank, Sullivan

FRED L. O'HAIR
President Central National Bank, Greencastle

C. A. DUGAN
President First National Bank, Decatur

FRANK J. PITNER
President First National Bank, LaPorte

they have dropped the torch and slipped down the toboggan, toward ruin and decay.

Civilization made another westward move. Tossed upon the white caps of the Atlantic she came across, and slipped in through New England's rockbound coast and Virginia's inviting shore. Today she is here. Will she stay? Does she love the U. S. A.? Will she, for better or for worse, make this her permanent residing place? There are those among us who fear; there are others confident with hope. Today I belong to the latter group.

The United States is the tenth great white race to carry the torch of civilization in the van of the races of the world. Today Uncle Sam is holding the torch steady and holding it high. Can he retain a firm grip? They do tell me that there is a little brown race across the sea who is watching the United States with an eye that is very keen, is watching to see whether or not Uncle Sam may lose the grip and drop the torch, and they do tell me that if the grip should be loosed, or the torch should drop, the little brown race is ready to rush in and pick it up. But, ladies and gentlemen, it is my conviction this morning that Uncle Sam will never drop the torch, and the brown race will never get a chance to pick it up, but when I express this conviction I ought to have a reason for the hope that is within me. I ought to give you a reason for my faith.

Recently I had an interesting experience with one hundred fifty students in an American school. I asked the boys and girls this question, "How many of you think there will be a United States of America one hundred years from now?" Nearly every hand went up. Then, looking them squarely in the eye, I inquired again, "How many of you think there will be a United States of America one thousand years from now?" Only six hands went up. This experience was a revelation to me. Then I asked one young man on the front seat, "Why do you not raise your hand? Have you a stroke of paralysis or can't you vote?" The bright-eyed, thoughtful chap gave me this answer, "All the other nations have failed; why should not we?"

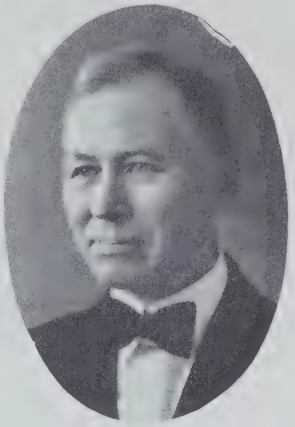
The question on my mind this morning, ladies and gentlemen, is this, "Must it always be true that nations shall be born, cry through the period of their youth, develop in the period of their manhood, slip down through declining years, and pass out of sight?" Can it not be true that the world shall have one nation that can and will live on, serve on, and endure? I believe we can. Therefore, let me ask what are the factors and forces that make a nation safe and great?

A few years ago I listened to a wonderfully interesting address by a very attractive woman on the subject, "What Makes America Great?" This was her answer. She said, "Geography makes America great. The lapping of the Atlantic waves against the New England rock-bound shore, the great forests with their riches for men everywhere, the outcropping metals and minerals that give wealth to all mankind, the great rivers with their falls and cataracts, and the many mills and factories that are there, the broad, fertile stretching prairies with their harvest of abundant golden grain. Why," said she, "the climate of all the other nations of the earth is either torrid or horrid, while our nation is just right. Geography makes a nation great." May I confess to you that because this woman was so very interesting and so wonderfully attractive, every man in the crowd, including even myself, was perfectly willing to take everything she said, and her too, for that matter! We were willing to accept her answer as being the truth, the whole truth, and nothing but the truth. But the next speaker on the program brought us home. After paying a fitting compliment to this beautiful, young woman, and one which she so well deserved, he said that while she was speaking his memory was at work. "My mind was running backward over the pages of the past. I was thinking of another race of human beings who listened to the lapping of the same Atlantic waves against the same New England rockbound shore, who wandered through the same trackless forests and never felled a tree except to warm their bodies, shivering in the cold, who stubbed their feet against the same outcropping metals and minerals, and turned to curse the stone that hurt their feet, who wandered beside the same streams with their falls and cataracts, but no mills nor factories were there. These people crossed the same broad expanse of the level, open prairie, but there waved no harvest of abundant golden grain." Then, ladies and gentlemen, it all came back that, after all, climate may be elemental, resources may be fundamental, but after all, it is the quality and the character, the genius and the power of the womanhood and manhood that really make a nation safe and great.

Egypt might have remained the "Granary of the East." No white race has ever failed because nature failed, but only because human nature failed. Africa has more natural wealth and larger producing power

S. T. FISHER
President People's American National Bank, Princeton

W. H. KNICKERBOCKER
President First National Bank Elkhart



FRANK M. HARRIS
Cashier Farmers National Bank, Princeton

ROY SAHM
Secretary State Savings & Trust Co., Indianapolis

than America this very hour. Russia has two hundred million able-bodied men, but I would ten thousand times rather live in America than in either Africa or Russia today. So long as we can keep the corpuscles red, the arteries soft, the brain clear, the will strong, the heart tender, and the eye keen, they can pile the great economic, political and world problems upon us, and by the grace of God we will find a way through.

The greatest element of social worth is human worth, and the greatest element of human worth is mind. America will never fail unless Americans fail. I am, therefore, profoundly interested in that "boy of yours, and that girl of mine." They are America's finest assets—our nation's surest hope.

Of all the wonderful creatures whom God hath made, man the wonderer is most wonderful of all; more precious than the jewels contained in the casket of any queen, or the diadems upon the crown of any king, are the faculties and powers contained within this creature called man. Of all the wonderful faculties and powers contained in man, the wonderer, mind is the most wonderful of all. By it man is made the monarch of three kingdoms. With memory he reaches back and presides over the past. With imagination he peers forward and becomes the conqueror of the future. With judgment he presides over the present. Memory is the granary into which is gathered all the finest fruits of the yesterdays of the human race; memory is a chest into which is carefully placed all the tools that have been chiseled out all down the age of time. Imagination is the architect with which man builds the plans for the future of his career. Judgment is the master builder that reaches into the chest and selects the tools best fitted to make the ideal become the real.

In 1890 a ton of pig iron was worth about $20.00. Made up into steel rails it was worth $90.00. Made up into watch springs it was worth $1,000. Twenty dollars' worth of material, $980 worth of brain power, skill, genius. In the month of March, 1893, a gentleman in the city of Paris went down town one morning with the same amount of money in his pocket that I have, sixty cents. With twenty-five cents he bought a brush. With twenty-five cents he bought some paint. With ten cents he bought a little square piece of canvas. He poured some water on the paint, he hit it with the brush, he rubbed it on the canvas. The world stood before the little painting with admiration, wonder, and awe at the World's Fair in the city of Chicago in 1893. At the close of the Fair the painting sold for the sum of $100,000. Sixty cents' worth of material, the rest is brain power, genius. Fathers and mothers of America, listen! Do not let the boy put too much emphasis on the word genius. Do not let him excuse his own defeat or spell the other boy's success in terms of genius. There is a story that when the great inventor was making the first machine that ever talked back (you notice I said the first machine that ever talked back; the first creature that ever talked back was made from a rib), they were trying to get the machine to sound the letter "s." They were using the word specie, s-p-e-c-i-e. A young man kept saying into the machine the word, and the machine replied "pecie." "Specie"—"pecie," and thus they continued. How many times do you think that they said that word? The story runs that ten thousand times they repeated that word before the machine would sound the letter "s." Confidentially, I may say to you this morning that my wife is very well acquainted with a man who would never have done that thing. Not simply does mind measure the personal worth of "that boy of yours and that girl of mine," but the social value of the young man of today is multiplied by reason of the worth and value of the thoughts that he thinks.

Standing by the side of a river's bank in the olden time was a poor, lone chap who wanted to cross to the other side, and he could not swim. What could he do? What would you do? By his feet lay an axe, at his side grew a tree. He took the axe in hand, he felled the tree, he trimmed its trunk, he cut it across, he scooped it out, he took the limb and paddled across to the other side. Sure that was easy! Almost all the great inventions of the world have been easy after some one else has done them. It is the mental genius and capacity and power to see a need, and make something to satisfy that need, that really counts. A friend of mine standing on the deck of a great ocean palace, thinking of her majesty and her beauty and her power, said, "Whence does all this splendor and this power come?" If you and I could unroll the layers of civiliza-

(Continued on page 64.)

Following Dr. Ganfield's address, Mr. K. M. Andrews addressed the Convention briefly on the importance of an increased membership, from Indiana, in the American Bankers Association.

The President: We will now have the Report of the Treasurer, Mr. R. A. McKinley.

AN EXTRA MEASURE OF SERVICE

It's the "everlastin' team work" in these days when the reach of business is so great.

ORGANIZATION is indispensable. Training and experience must be won by many minds and many hands before there comes the order and organization competent to deliver efficient banking service.

Fifty-four tried officers in this institution supervise upwards of 100 departments whose many managers and assistants direct the work of more than 2200 employes. Each department is a unit and part of the one great unit which operates smoothly, swiftly, effectively to deliver the extra measure of service.

The CONTINENTAL *and* COMMERCIAL BANKS
CHICAGO

RESOURCES MORE THAN 500 MILLIONS

"THE OUTWARD SIGN OF INWARD SECURITY"

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McClintock "GRADE A" BURGLAR ALARM

THE HIGHEST GRADE

THIS IS THE HIGHEST GRADE SYSTEM REQUIRED BY THE INSURANCE UNDERWRITERS AND THE HIGHEST GRADE SYSTEM PASSED AND LISTED BY THE UNDERWRITERS' LABORATORIES, INC.

DISCOUNTS ALLOWED ARE SO GREAT AFTER THE INSTALLATION OF THIS SYSTEM THAT BANKS AT PRESENT UNPROTECTED ELECTRICALLY CAN OBTAIN NEARLY THREE TIMES AS MUCH BURGLARY INSURANCE AT NO INCREASED COST.

O. B. McCLINTOCK COMPANY

PAID UP CAPITAL MORE THAN $400,000.00

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Attractive Real Estate Preferreds

GOVERNMENT, SCHOOL AND GRAVEL ROAD BONDS

Save to Invest *Invest to Save*

The Bankers Investment Company

MERCHANTS BANK BUILDING
INDIANAPOLIS, IND.

REPORT OF THE TREASURER.

Mr. R. A. McKinley, Treasurer of the Association, submitted and read to the Convention his report, as follows:

REPORT OF THE TREASURER.

To Members of the Indiana
Bankers Association:

Gentlemen—I herewith submit my report as Treasurer for the year ending September 1, 1924.

GENERAL FUND.

Receipts.

Balance received from P. H. McCormick, Treasurer		$ 2,236.96
Received from Indianapolis Clearing House	$ 1,000.00	
Received from Dues	14,648.92	
Received from Service Dept.	68.98	
Received from Registered Mail Insurance	846.66	
Received from Christmas Savings Club Outfits	428.29	
Received from Interest on General Fund	162.41—	17,155.26
		$19,392.22

Expenditures.

Office Rent	$ 660.00	
Printing	1,688.13	
Postage	765.00	
Office Equipment and Expense	372.46	
1923 Convention Expense	3,214.50	
1924 Convention Expense	428.27	
Salaries	4,755.00	
Japanese Relief Fund	100.00	
Dues to Other Organizations	35.00	
Traveling Expenses of Officers, Council and Committee Members	740.62	
Mid-Year Meeting	365.80	
Expense, Conference of Officials of Bankers Associations of Central States	556.47	
Flowers	79.90	
Committee Expense	185.76	
Expense, Speakers, Group Meetings	218.05	
Transfer 10% Dues to Protective Fund	1,560.00	
Telephone and Telegraph Expense	353.23—	$16,078.19
Balance on Hand September 1, 1924		3,314.03
		$19,392.22

PROTECTIVE FUND.

Receipts.

Balance received from P. H. McCormick, Treasurer		$ 2,738.40
Received from Burglary Insurance Commissions	$1,511.50	
Received from Fidelity Bond Commissions	400.87	
Received from Depository Bond Commissions	665.73	
Received from Interest on Protective Fund	47.10	
Received from 10% Dues Transfer from General Fund	1,560.00	
Received from Voluntary Contributions	5,284.41—	9,469.61
		$12,208.01

Expenditures.

Detective Services, $3,850.00; Expenses, $2,367.94	$6,217.94	
Postage and Printing	827.60	
Telephone and Telegraph	99.15	
Jones, Hammond & Jones, Retainer Fee	600.00	
Additional Legal Counsel on Protective Cases	450.00	
F. A. Sims, Tax Counsellor	250.00	
Expense Returning Prisoners to Indiana	200.35	
Paid for Information Leading to Arrest of Bandits	250.00—	8,895.04
Balance on Hand September 1, 1924		3,312.97
		$12,208.01

ANNUAL REPORT OF THE HOOSIER BANKER FOR THE YEAR ENDING SEPTEMBER 1, 1924.

Receipts.

Balance on Hand September 1, 1923		$1,975.09
Receipts from Convention Number, I. B. A.	$ 375.00	
Receipts from Advertising	6,268.04	
Receipts from Interest	48.12	
Receipts from Subscriptions	103.00—	6,794.16
		$8,769.25

Expenditures.

Printing Twelve Issues	$4,662.50	
Editorials	611.00	
Engraving and Art	274.12	
Salary	1,064.00	
Office Rent to I. B. A.	360.00	
Postage	82.47	
Clipping Service	36.00	
Envelopes and Supplies	107.90—	$7,197.99
Balance September 1, 1924		1,571.26
		$8,769.25

Respectfully submitted,
R. A. McKINLEY, Treasurer.

REPORT OF ACTIVITIES OF THE INDIANA BANKERS ASSOCIATION.

The officers of the Indiana Bankers Association, members of the Council of Administration and office staff labored throughout the year with sad and heavy hearts, for it was only a few days following the close of our convention just a year ago that Mr. Andrew Smith, our beloved Secretary, was fatally stricken with pernicious anemia, and from the first his physicians gave no hope for his recovery. At the urgent request of relatives and friends, Mr. Smith resigned as Secretary on May 1st. He was very reluctant to give up the secretaryship because of the pleasant relations which he had enjoyed with the bankers of Indiana for so many years. However, it seemed imperative that he relinquish the responsibility on account of his health, which grew steadily worse until his death, which occurred on August 5, 1924. Mr. Smith, during his long illness, never lost interest in the Indiana Bankers Association, but was solicitous always for its welfare and the welfare of its individual members.

The Indiana Bankers Association has been particularly fortunate in having a President who could devote much time and attention to Association affairs the past year. Mr. Kitterman kept in close touch with the activities of the organization, making a trip once a week to the Secretary's office, and his counsel and advice were most valuable.

1924 Group Meetings.

The eight Group Meetings held in May and June were largely attended and most enjoyable. The meetings were planned to give a constructive program with plenty of entertainment and recreation. These district meetings promote good fellowship among neighbor bankers, and one gains a bigger, broader view of the banking profession from the addresses and discussions. It is one of the privileges of membership in the State Association to participate in these meetings. The meeting of Group Six was unique, in that it was the first group to charter a steamer for a river trip. The meeting was held on board the steamship "Cincinnati" on a very delightful trip down the Ohio river from Cincinnati to Louisville.

Protective Department.

The Protective Department had a strenuous year. A series of bank burglaries and robberies early in the year exhausted our available funds in the Protective Department, and at a meeting in December the Council of Administration voted to ask the members of this Association for a voluntary contribution, in order that the work of apprehending and convicting burglars and bandits might continue. The murder of Charles M. Wright, Edwardsport banker, stirred the bankers to action, and contributions amounting to $5,284.41 were received from 672 banks.

Check forging and various swindling schemes are also a real menace to the banking fraternity. Your Association earnestly desires to make the protective service one of prevention as contrasted with detection. This can be done by reading the Warning Bulletins sent from your Indiana Association and from the American Bankers Association. It is reliably stated that experience during the past few months reveals that preventable crimes against banks have increased beyond the ratio of increase in those crimes which can not be avoided. Bankers, we believe, should realize the seriousness of this situation, and endeavor to reduce the number of preventable crimes.

The results accomplished by the Protective Department under the supervision of H. C. Webster, Superintendent, are most gratifying. We know of no other state association whose efforts have convicted and sentenced more criminals than your own organization.

We are pleased to report that only five banks are delinquent with their dues for the current year, and there are only fourteen non-member banks in the State.

Service to Members.

Members of the Indiana Bankers Association should be familiar with the many services rendered by their organization. A large number of banks take advantage of referring legal questions to our Counsel, Jones, Hammond, Buschman & Boyd, whose opinions on bank questions are given without cost to member banks. The number of inquiries received are promptly and carefully handled by our attorneys, and this department is a valuable part of your Association's service.

The services of Fred A. Sims, Tax Counsellor, have been of inestimable value to members the past year. Mr. Sims has conferred with bankers regarding their assessments, has advised with them as to adjustments, and has in many instances appeared before the State Tax Board in behalf of various banks.

Our arrangement with Archibald Harris & Company in connection with income tax matters has been most satisfactory. Much assistance has been given individual members by Mr. Harris' staff, innumerable inquiries have been answered concerning the Income Tax Law. The Income Tax Conference, which preceded the Mid-Year Meeting last January, was most instructive and profitable. Opinions on the Income Tax Law will be submitted to member banks by Mr. Harris without charge.

Members are urged to bear in mind that your Association maintains a Service Department solely for your benefit. Printed forms, such as Customers' Credit Statement Blanks, Collection Cards and Return Slips can be procured at cost. A Christmas Savings Club Plan can be purchased through your Association at a very modest price.

Your Association writes Burglary and Hold-Up Insurance, Fidelity Bonds for officers and employes, Depository Bonds for Public Funds, and Registered Mail Insurance. Commissions on all this business go into the Association treasury.

The Hoosier Banker.

The Hoosier Banker is considered one of the valuable assets of the Indiana Bankers Association. Going to the membership twelve times a year, on the first of each month, The Hoosier Banker is the most constant point of contact between member banks and the workshop of your organization. It forms one of the outstanding opportunities through which the entire membership may be served, and in making up the magazine from month to month, that fact is kept constantly in mind, to the end that we may better serve you and the Association. The Hoosier Banker is not operated for profit, but is an enterprise of service in behalf of banking. In it you have a publication useful in its service and creditable to your Association. The magazine has always been self-supporting and assists in paying the expense of the Association headquarters in the way of rent and salaries. Member banks are earnestly urged to send in news items from your various communities. We want your co-operation. We aim to disseminate banking news to Indiana bankers that will be profitable to officers, directors, tellers and clerks.

Respectfully submitted,

F. M. McDANIEL,
Assistant Secretary.

The President: What is your pleasure with reference to the Report of the Treasurer?

It was moved that the Report of the Treasurer be accepted and spread upon the minutes.

The motion was seconded and prevailed.

The President: I will ask Mr. Bonner to make the Report for the Finance Committee.

REPORT OF FINANCE COMMITTEE.

Mr. Walter Bonner submitted and read to the Convention the Report of the Finance Committee, as follows:

The Finance Committee of the Indiana Bankers Association at its meeting this afternoon, September 10, 1924, voted to recommend to the Council of Administration that the dues of the Indiana Bankers Association be increased 50 per cent. This amount to go into the Protective Fund.

The Finance Committee suggests to the Council of Administration that necessary steps be taken at this Convention so that this body will be able to carry out this recommendation and approved by the Convention.

A. F. SINGLETON,
C. D. BILLINGS,
WALTER W. BONNER,
Finance Committee.

The President: What is your pleasure with reference to the Report of the Finance Committee?

Mr. W. W. Layton: Mr. President, I move the acceptance of the report submitted.

A Member: Mr. President, I think that this body here assembled is too small to take action on a matter of such importance as increasing the dues of the members of this Association 50 per cent.

Mr. Bonner: I think the gentleman is quite right, Mr. President, and I think the Chair should rule on the suggestion. I feel, myself, that this is a very radical change—increasing the dues 50 per cent. Would it be possible to defer this matter until the session tomorrow?

The President: I think so. My idea was to have this report accepted simply as a recommendation, at this time. It doesn't have any binding effect at all. Suppose we accept the Report of the Finance Committee, and then have Mr. Zigler's committee report presented, at which time it can be thoroughly discussed.

Mr. Bonner: This is simply a recommendation that the dues be increased, and this was submitted to the Council of Administration. As a matter of fact I know that the Council of Administration have considered the matter, and have approved this report, and I don't know that this body should be asked to approve of it. This is a report to the Council of Administration, and they have their report, which will be embodied in the Report of the By-Laws Committee, which is ready to be submitted.

If the gentleman will change his motion, I would suggest that this matter go over until tomorrow's session.

Mr. W. W. Layton: Mr. President, I move that this matter be laid over until the session of the Convention tomorrow morning, so that we will have a larger representation present to vote on it.

The motion was seconded and prevailed.

On motion, duly made, seconded and carried, the Convention adjourned until tomorrow, Friday, September 12, 1924, at 10:00 o'clock in the forenoon.

FRIDAY MORNING SESSION

Claypool Hotel, Indianapolis, Ind.,
Friday, Sept. 12, 1924, 10:00 o'clock A. M.

The Convention met pursuant to adjournment, and was called to order by the President.

The President: The Convention will please come to order.

Your Program Committee, in selecting men to address this Convention, tried to find the very best that could be obtained in the Nation.

The Indiana Bankers Association has always had the reputation of having good speakers, and this Convention is not going to be an exception, and will not take a back seat on any of the speakers that have been on the platform up to this time.

We felt that it was no more than right to have a man who is a practical bank man, a man who is known throughout the Nation, connected with one of the most important banking institutions of the Middle West, a man who knows banking thoroughly. So we have to address us this morning a man who fits this description, Mr. John Lonsdale, President of the National Bank of Commerce, St. Louis, whom I now take pleasure in presenting to you. (Applause.)

STAND UP AND BE COUNTED.

By John G. Lonsdale, President National Bank of Commerce in St. Louis.

"Stand up and be counted" is really a *familiar* topic in *presidential* year, particularly after the two weeks' radio prologue we became inured to—"Alabama casts twenty-four votes for Oscar Underwood."

Were my discussion of pompadours or politics, or even pipes, it might be a superfluous appeal to ask an *Indiana audience to stand up and be counted.* Surely the United States is *indebted* for some *mighty* healthy *political* practices to the *upstanding* old commonwealth of Indiana.

Telling the *whole* world where *he* stands is a *favorite* American characteristic. *Individually* this is true, but *collectively* his proficiency dwindles. *Only fifty* per cent. of the voters were *sufficiently* interested in the *last* presidential election *to stand up and be counted.* It is *safe* to assume that *too* large a percentage of these delinquents *were bankers.* For this we—and *I* include *myself* in *all* I have to say of bankers—are entitled to criticism. If we were actuated by no other *loftier* motive, the *very nature* of *our* business should impress upon us the importance of *carefully* selecting public *servants to expend the vast amount of government revenue.*

However, the banker has enlisted *energetically* in the *"get-out-the-vote"* movement, and what can be said of his political indifference in the *past* must be forgotten in his performance of the present.

This is an *appropriate* time for us to review our *standing-up qualities* as regards *other* things. In this respect, too, the *banker* is *changed* or is *changing.* While *always* intrepid in the *successful* pursuit of his *individual banking business,* he used to take to the storm cellar when *banking* policies or *national economic* questions were paramount. There was a time when he would rather have been caught *dead* than with *an opinion.*

Once he even shrank from taking his *proper* place in civic and national councils which *his* training particularly fitted *him* to take, compelling *commerce* in its dilemmas to turn *elsewhere* for *organized* assistance. *Once* he supinely allowed *banking* to be classified as *mysterious* and sometimes *questionable* procedure without *even* a *puny* defense of its virtues. *Once* he stood on the *side* lines more consumed in the pastimes of the *day* than in *educating* the public to a *proper regard of his profession.*

It was of *small* concern to him *then* that in the *crucial* moments of our nation's life a *trusting* people expected *definite* purpose from his deliberations or that a multitude of pressing *banking* problems would

yield only to a course of *firmness openly declared.* If it is true that money talks, *it had reached a whispering stage* during the *period* with which we deal.

This isn't saying that the *banker* was a "dead one." Paraphrasing the words of your delightful Hoosier poet, James Whitcomb Riley:

"I cannot say and I will not say
That they were dead—they were just away."

The *banker* simply retired into an *inoffensive* but *dignified* zone of twilight. His was a *curtained* existence behind which *he* was *often* struck, but *from which he never struck back.* He spoke on nothing or for nothing tangible, although he spoke *often.* His inaptitude for assertiveness became so marked that when he multiplied himself even by hundreds, yet *thousands,* he found, to his *chagrin,* his *inability* to make a *worthy* impression upon the *serious-minded* public. So long had his voice been silent or *meaningless,* so *indefinite* became his *feeble* purpose, that there were times when, to the *discredit* of his national affiliations, *group* interests or *enthusiastic minorities* represented *their* particular privileges as reflecting *his* viewpoint or that of the membership, *yet he protested not.*

During this absence of opinion or in *straddling* to preserve *tranquillity,* is it little wonder that the *banker's* voice in the councils of affairs was heard with *diminishing respect?*

Of course, I speak of *what was.* The *banker no longer* plays hooky on judgment day; *he's forsaken the ranks of the inert citizenry.*

Under such dalliance, *banking* was never fully *popularized* as it is *now.* The public had a cloudy conception of it. The *banker,* himself, never spoke of his calling in *plain, understandable* terms. In these days of *long ago,* the subject of his speech would invariably take on a *foreign* aspect. There was more of a sense of security and freedom from censure in talking about something the public was even less familiar with than *banking.*

You perhaps do not remember it, but there *was* a period when most *any* banker and a *few* senators could tell you why wheat was selling in Latavia for a dollar a bushel, although non-committal on the reason for the *Kansas* farmer getting *only ninety cents.* True, occasionally when *dire* economic dangers threatened, he sacrificed judgment and caution to expediency and passed some *vague* but high-sounding resolution to file with *musty inactivities* of the past. Whenever he did gingerly venture into the real of *home* discussion, it was his custom to express himself in phrases not generally comprehended. Hedged about with *"perhaps," "if"* and other *life-saving* prepositions and conjunctions, the whole was so couched in *laborious financial lingo* that *he,* himself, was sometimes in doubt as to the *true significance of his utterances.*

Naturally, the rank and file came to think of *turtles* and *bankers* as having hard *shells;* to regard the most *elementary* financial transactions as *puzzling.* People cultivated an *aversion* for rather than a *desire* to use banks to their fullest extent.

The chief stock in trade of *yesterday's banker was "dignity."* Perhaps one day he saw a corpse that looked more *dignified* than any banker he'd ever seen, or, at any rate, *something* happened to jar his decorum for the once *laconic banker began to step out into the picture.* He started by trampling a few time-honored traditions in the dust, *and the march of progress was on. Vigor* replaced *lassitude, aggressiveness* came to take "Old-Well-Enough's" job; *service* crowded out *dignity,* and *thus the modern bank was born.*

Banks, after the fashion adopted *long before* by most of their *successful* customers, took on an *advertising* and sales policy as a means of *breaking* down the barriers of popular *misconception* and increasing patronage. Consequently, *banks are no longer Temples*

JOHN G. LONSDALE
President National Bank of Commerce, St. Louis

of Mystery. "Folks" no *longer* view the marble and brass banking interiors as coldly symbolic of their dealings. They have come to know that *honest* labor of both men and *capital* fashioned *not only* the cold marble into *being,* but are *responsible* for the *successful* institutions behind them; that banking is the *vital golden thread holding together the current blessings of business.*

Now that they have learned the *art* of *self-defense,* the *knack of standing up for the count* instead of taking it prone on the mat, *bankers* should be careful *not to break training at this particular time.* Presidential years used to be the *favorite* period for the banker and his opinion to *hibernate* because it was the "open season" for the "predatory wealthy" and "Wall Street." The weather, crop failures, foreign trade, high cost of living, single tax, bobbed hair, jazz music; in fact, *every* unpopular situation has at various times been attributed to the *evil* sway of the *financier*—to the heartless demon of "Wall Street." Maybe politicians *adroitly cultivated* the habit. *It relieved them of so much accounting to their constituency.*

Those who *must* please *both* the pros and cons are entitled to *sympathy.* Political *accounting*—"fence repairing"— has always reminded me of the bookkeeper who said he kept *triple entry* books, one showing *actual* profits to the boss, one set showing *no profit* to the stockholders, and one set showing a *loss* for the income tax auditor.

The *banker,* an innocent bystander, did not know just exactly how he happened to get mixed up in such a mess, but he meekly felt the blight of being maligned as an *enemy of the common weal.* That is, he did until he learned *to stand up and be counted;* until he realized *his* responsibility for the acts and opinions of the public toward *him* and *his* business.

He always knew there was *nothing* base about *mere wealth,* that financiers were not as pictured—akin to "Mammon, the least erected spirit that fell from Heaven;" and when, in his *manhood,* he became a *straight shooter,* the *blaspheme disappeared.*

The public knows *now* that they share their pros-

(Continued on page 41.)

The Athens of The Middle-West

As to the Athens of old, on the Mediterranean, come fathers and sons followed by mothers and daughters from all sections of the world, attracted by the cultural and business advantages of our city.

This bank, with its experience of more than sixty years, with its large resources and wide connections, and its well defined policy of encouraging and assisting the newcomer, is naturally sought.

Resources more than FORTY-SIX MILLION DOLLARS

THE FIFTH-THIRD
NATIONAL BANK OF CINCINNATI

BANK AND OFFICE FURNITURE
WOOD AND STEEL FILING EQUIPMENT
SAFES AND VAULT DOORS

Manufacturers and Designers of
Complete Bank Interiors and Equipment

AETNA CABINET COMPANY
Indianapolis, Indiana

"THE JUNIOR WHO'S-YOUR BANKER"

An Un-Official Report Based Upon Observations and Conversations at the Twenty-Eighth Annual Convention of the Indiana Bankers Association

VOL. 3 By WM. H. MAAS No. 1

Convention Headquarters,
Claypool Hotel, Indianapolis,
September 12, 1924.
Greetings and Salutations:

When Miss McDaniel asked us a few weeks ago to attend your annual convention and say things with our Corona for readers of The Hoosier Banker, we immediately busied ourselves with a search for a lot of local color. In fact, this annual job of ours started three years ago, coming right out of a clear sky. For an outsider to visit Indiana and write about Hoosiers, we figured, would be like shipping Fords to Detroit, what with your Tarkingtons, Nicholsons, Ades, Hubbards, Marshalls, et al. So more is the reason for us to make good. Surely no assignment could be more pleasing than to write about Indiana and her bankers. No one single issue of your magazine could be printed large enough to adequately tell about all the glories of this great commonwealth. As Harold Van Orman, of Evansville, would say: "Nowhere else on God's footstool dwells a people so renowned for patriotism, enterprise, virtue, intelligence, masculine bravery and feminine beauty as in Indiana."

So much, Madame Editor, and (we trust) indulgent readers for introductory.

* * *

Hoosier hospitality has a particular significance in Indianapolis. More cities of thirty thousand population or over can be reached in a night's ride from Indianapolis than any other city in the United States. Ninety million people live within a twenty-four hour train ride of the Hoosier capital. Here at the center of population, where it is easiest for people to come to a meeting from all points in the country, the people are accustomed to being hosts for conventions. They do it so often in Indianapolis that they are used to it and like it. It is an admitted fact that many of the city's best known citizens delight in serving on reception committees, and that others are specialists in handling crowds.

* * *

Epicurus and Lucullus and the other old time gourmands would probably moan in their tombs if they knew of the sumptuous food served complimentary at noon during the annual convention by the officers of the Meyer-Kiser Bank of Indianapolis. When arrangements were made for their new building, special plans were made for a room suitable to serving an annual "Dutch lunch" to Indiana bankers each year at the annual meeting. The officers of this bank deserve honorary mention for this timely stunt.

* * *

Back in September, 1899, a young boy applied for a job as messenger for the old Fletcher National of Indianapolis. As we write this paragraph today, twenty-five years later, in September, 1924, Clarence O. Robinson is celebrating a quarter of a century of service with the well known institution. Working his way through the various departments, Clarence was always a loyal employe, and today is one of the Fletcher American National Bank's most valuable officers. Hearty congratulations.

* * *

When Mrs. Ora M. Ferguson, in charge of the Louisville branch office of the Fletcher American Company, started in selling bonds a few years ago, there was some doubt as to what would be the result. Her work soon began to tell favorably in the sales reports to the home office. Today she is probably the most successful bond saleswoman in America. She did not achieve her success by heritage of "family clients," but by her own shrewd sales work soon out-distanced many men in the field. She sells to every type, the banker, the millionaire, the society woman, housewife and colored janitor. Newspapers and magazines throughout the country have found her an inspiring subject for comment in their success story columns.

* * *

This writer would feel guilty if he did not pause in silent homage to the late Andrew Smith, Secretary Emeritus of the Indiana Bankers Association. His death, now little more than a month ago, although expected, must have been a great shock to every member of your Association whom he served so long and so well. In this modern age we are often prone to quickly forget kindly personages who make the world better for having come to live in this sphere, but surely no Indiana banker can soon forget Andy Smith, who has passed on to inhabit a better place which an all-wise God prepared for him.

* * *

Your annual convention is always an occasion which attracts prominent bankers, who have left their native state, to return and mingle with their former comrades. Charles A. Burns, formerly an officer of the St. Joseph Loan and Trust Company of South Bend, and affiliated with several other Hoosier banks, seldom misses a convention. He was accompanied by Mrs. Burns, a charming wife. He is Vice-President of the Foreman National Bank of Chicago, and is known as "the best looking banker on La-Salle street."

CAUGHT AT THE CLAYPOOL

Clyde Robinson, bachelor President of the Marion County State of Indianapolis, was in the cradle when the Indiana Bankers Association was born, twenty-eight years ago. Since being elected to the office of President, some fifteen months ago, Clyde has proved a capable officer and highly deserving of the recognition of his Board of Directors and shareholders.

Indiana was admitted to the Union in 1816, Congress at that time adopting a resolution donating four sections of land to the State, on which to establish its capitol. The commissioners appointed to select the four sections, after careful consideration, reached a decision on June 7, 1820, at the cabin of John McCormick, which then stood in the triangle now formed by Washington street, Washington avenue and White river. The first school was built in 1821. The first sermon preached the same year. The first theatrical performance was in 1823. Today, Indianapolis has a population of 350,000. Indianapolis has thirty-five banks and trust companies with resources of more than $230,000,000.

* * *

Are you clothes-conscious? In years gone by, particularly in the small towns and villages, an eye of suspicion was focused on the banker or prominent citizen who shaved every morning and went about with clean linen and creased trousers. It was a subject of wholesome comment at the convention that Indiana bankers are well groomed and dress well. Dress-fastidiousness doesn't harm any banker, and we don't mean this as a boost for the local tailor, either.

* * *

Monte L. Green, President of the Garrett Savings, Loan and Trust Company, which recently moved into a handsome new home in Garrett, is an enthusiastic booster for the District Colt Club, which has members in Allen, DeKalb and Noble counties. A recent demonstration brought a 100 per cent. attendance.

* * *

While we write, John G. Lonsdale, the popular President of the big National Bank of Commerce of St. Louis, is on the platform addressing the convention. It is always worth traveling many miles to hear this prominent banker address a meeting. You will hear much of him in American financial affairs in the years to come. Mr. Lonsdale is literally a self-made man. They think so much of him down in Arkansas, his native soil, that a town has been named after him. Many years ago—he was then in his teens—he rode a pony across the state in his work of laying out the right-of-way for a railroad leading into Hot Springs. One night he stopped and made arrangements for lodging at a farm house. Always careful about his health and appearance, he arose bright and early the next morning and hied himself down to the family pump in the yard to make his morning toilet. Carefully taking out soap, towel and toothbrush from a well ordered leather holder, the farmer's little son gazed in anxious wonderment at Mr. Lonsdale. "Do you do all that every day?" asked the boy. "Sure," said the future banker. "Why do you ask?" "Oh, I was just thinking you make a lot of fuss about yourself, don't you?" was the youth's reply.

* * *

"Often the thing nearest at hand is the thing most difficult to see," is an old saying. Although we may have much to be thankful for, many of us fail to count our blessings. It is a good thing for outside observers or specialists to look us over now and then, and tell us what they think of our members and the good old State of Indiana.

Mr. Maas has the happy faculty of diagnosis when it has to do with present-day bankers and their relation to society. He probably knows more bankers personally than most of the financial writers throughout the country. He dares to call hundreds of them by their first names. The Hoosier Banker invited him to bring his typewriter along, and be a guest at our Twenty-eighth Annual Convention and report his findings in this department. This was his third annual visit, and we commend his work to you.

Mr. Maas is Manager of the Chicago office in the First National Bank Building for the De Puy Banking and Insurance Publications.

—Editor Hoosier Banker.

Have you perchance visited South Bend recently? This is the twentieth anniversary year of the American Trust of that city, of which E. H. Miller is President. The progressive institution recently moved into a handsome banking home—a structure which stands as a tribute to the genius of architecture and the stability and integrity of one of the substantial banking houses of Indiana. Letters and messages of congratulations were showered upon the officers, coming from all parts of the country.

* * *

Your own beloved Thomas R. Marshall, former Governor of Indiana and former Vice-President of the United States, is now addressing the convention. If our memory serves us aright, it was Tom that told us a couple of years ago that what the country needed most was a good five cent cigar. He is a Democrat. Now comes Brigadier General Charles Gates Dawes, Chairman of the Board of the Central Trust Company of Illinois, and candidate for Vice-President of the United States, a Republican, who never goes anywhere without his famous underslung pipe. So it goes.

We believe we have the answer to a popular question in banking circles, having to do with the promotion at recent elections of young men to the official staff. Joseph J. Schroeder, of Chicago, Executive Secretary of the American Institute of Banking, can also answer this question. Go where you will, in Indiana or any other State, and wherever you find a local chapter of the A. I. B. you will quickly find the results of the work this organization is doing. Senior bankers should appreciate this excellent work.

* * *

Speaking about Vice-Presidents of the United States, it was the privilege of this writer yesterday to make a visit through the beautiful mansion formerly occupied by the late Charles W. Fairbanks, located on one of the most beautiful tracts in Indianapolis. It is now the home of the Indianapolis Life Insurance Company, splendid Indiana institution, with Messrs. Manly and Caperton, two well-known citizens, on its executive staff. Interesting place. Large library where Mr. Fairbanks spent many hours in reading and entertaining friends. The grounds have a number of large forest trees, some of which were planted by noted men, the immortal Roosevelt and others.

* * *

Edward B. Henslee, lawyer-banker, was recently elected Fort Wayne's youngest bank president at a meeting of the Board of Directors of the United Bank and Trust Company of that city. The bank was recently chartered with a capital of $200,000.

* * *

Yegg men, burglars, bandits, bad men, whatever you wish to call them, recognizing the prosperity of Indiana banks, certainly made this State their happy hunting ground during the past year. Thanks to the good work of your Protective Department, many of these scoundrels are today guests of the State or Federal Government. Detective Webster, who by the way smokes some eighteen or twenty cigars a day, knows his stuff, and once he picks up his clews, we feel sorry for the bank burglar.

We express our sorrow to Senator Charles Nichols, sixty-five years old, President of the State Bank of Howe, and Vice-President of the State Bank of LaGrange, who has for some time been in a serious condition, due to a stroke of paralysis.

* * *

Probably no class of men in business today are doing so much for public welfare and community interest as Indiana bankers. Looking about the State, we find that bankers in various counties are encouraging boys for their work in better litters of pigs; quality eggs are being brought about as a result of banker help. Banker-farmer teamwork everywhere. Twenty-four boys are entered in the Adams County Corn Club. Vincennes bankers are supporting youth and home talent for the stage. Field meetings, visits to universities and colleges throughout the State. All these things go to raise the standard of citizenship in your State. What are YOU doing?

* * *

This writer believes that bankers have a better chance for longevity than the average type of men in other pursuits of life. Certainly the banker has his worries aplenty, but taking it by and large, he leads a wholesome, conservative life. Since 1898, the Indiana Bankers Association has had twenty-six Presidents and only eight of that number have passed away. They are A. M. Fletcher, who served as President in 1898; C. T. Lindsay, 1899; F. L. Powell, 1902; H. C. Johnson, 1908; J. R. Voris, 1909; James W. Sale, 1910; Col. J. L. McCulloch, 1913, and Jonce Monyhan, 1906. The remaining eighteen are very much alive, and for the most part seem to be enjoying good health.

* * *

Many people never have any "great moments" in life because they move along the line of least resistance and therefore remain in the mediocre class. It has always been a pleasure to come across leaders like Guy McMichael, President of the Citizens National of South Bend. In matters of finance and civic affairs alike, his counsel is always sought by his fellow townsmen and by friends from far distant territory.

* * *

Sam Heston, of the Citizens National of Evansville, says that the crops in Gibson county are the "best ever" this year. Farmers, he says, are making a lot of money. Sam ought to know, because he is the proud possessor of 165 acres of corn.

* * *

Charley Shirk, who was formerly a U. S. Internal Revenue man, is now Cashier of the new bank at Kendallville. It is the Citizens-National Bank. Unlike his name, he never shirks on the job, and we know he will build a substantial institution.

* * *

Abe Martin, the character created by Kin Hubbard, of Indianapolis, says, "Live so you kin remember where you wuz last night."

* * *

L. E. Wilson, who very ably represents the Union Trust Company of Chicago in connection with Indiana accounts, was in excellent spirits at the convention. There was a very good reason, of course, and if you promise not to tell, we will let you in on it. Santa Claus tipped us off. It will be a December wedding, and the fortunate bride will be Miss Dorothy Marshall, of Pittsburgh, Pa. Both come from prominent families. Mr. Wilson is a Yale man.

* * *

Fourteen years is quite a long time for a man to work for an institution. If he remains that length of time, the chances are he is thoroughly "sold" on its principles and ideals.

Fourteen years of loyal service is the record of Miss Forba McDaniel in connection with the Indiana Bankers Association. During that period history has been made in your organization, and things in the headquarters office have been handled in strictly business fashion.

Much credit should be given Miss McDaniel for the part she has taken in the Association's affairs during all these years. Prior to her affiliation with the Association, which started in 1910, she was in the employ of the First National Bank of Russiaville.

CHIPS FROM A BUSY CONVENTION

Thurman Robinson saw "America First" and then settled down to work for the big Continental and Commercial of Chicago. He represents that institution in connection with Indiana correspondents. Prior to his affiliation in this capacity five years ago, Thurman was one of the attorneys for the Portland Railway, Light and Power Company, of Portland, Ore. He is a well informed gentleman, being thoroughly versed in banking, law, travel and after-dinner oratory.

* * *

William W. Gates, Assistant Cashier of the Central Trust of Illinois, Chicago, as usual, came over to Indianapolis a day in advance of the convention. Bill said he would have felt guilty if he did not find the time while here to personally call on his numerous Indianapolis banker friends. The Illinois Bankers Association at the annual meeting in Decatur several months ago elected Bill Treasurer.

* * *

The Indiana Bankers Association has a membership approximating nearly 100 per cent.

Friendships in ancient days were formed by pledges of blood. Medieval knights won mutual aid by pledges of the sword. But the modern banker knows the value of publicity and uses the printed word to form friends for his institution. Indiana bankers advertise. This is a good omen.

* * *

Hoosier bankers, here are some figures showing your potential home market for new business: Indiana has a population of 2,930,390—urban, 1,482,855; rural, 1,447,535. Number of families, 737,707. Total value of production, natural resources, $52,840,252. Value of coal production, $45,492,726. Total annual output of timber 250,000,000 feet. Total annual catch of fish, 1,016,175 pounds. Number of farms, 205,126. Total farm values, $3,042,311,247. Crop value increases since 1909, 152.6 per cent. Corn, 176,305,000 bushels. Hogs, 3,567,000 head; cattle, 1,505,000. Number of passenger automobiles, 413,410; trucks, 56,529. Capital invested in industry, $1,335,714,103.

* * *

There is an old saying about a busy man having time for everything. Guy Cooke, former resident of Indiana, but now Assistant Cashier of the First National Bank of Chicago, is enjoying himself here visiting with the old-timers. Guy not only has charge of the advertising for his institution, but is frequently selected to help out in community movements when publicity is needed. He has been serving as Chairman of the Publicity Committee for the forthcoming A. B. A. Convention in Chicago.

* * *

F. A. Crandall, Vice-President, and William H. Miller, Manager of the Transit Department of the National City Bank of Chicago, are among those present, meeting the many friends of their institution assembled among the delegates. Their associate, Schuyler Johnson, has failed to show up, however, his itinerary this week having taken him to the Kentucky convention. By the time you read these lines, the National City will have merged with the National Bank of the Republic of Chicago, and they will be in the quarters formerly occupied by the Corn Exchange. The latter institution has been merged with the Illinois-Merchants. Meanwhile, the Guardian National, a newly organized bankings institution of Chicago, will be housed in the quarters formerly used by the National City Bank.

* * *

It is always a pleasure to meet live wire bankers and citizens of Knox county. Interesting old Vincennes, rich in history, has given the world quite a number of prominent luminaries. It will be recalled that this city was chosen as the first capital of the Northwest Territory, which in those pre-Union days embodied eight or ten states. It was a trading post between St. Louis and Detroit. In fact, it was a grown-up city when the Declaration of Independence was signed.

* * *

When you speak of Vincennes, you naturally think of C. A. Weisert, Citizens Trust, and of J. B. E. La Plante, thirty-seven-year-old President of the First National Bank, a graduate of Columbia. The institution is one of the fastest banks in that part of the State, and much credit for this situation is due J. B. E.

* * *

While we are on the subject of Vincennes, it seems apropos to recall the name of another native son who is doing a whole lot of constructive work in the banking business. We refer to Gaylord Morse, now an officer of the State Bank of Chicago, who started his career in Vincennes. He later represented the National City Bank of New York in the Indianapolis territory. Gaylord is just completing a very successful term as President of the Financial Advertisers Association, which organization will hold its annual convention at Richmond, Va., next month.

* * *

Fred Paro, the omnipresent rotund gentleman at state bank association conventions, has been attending the annual meetings in Indiana for so long that he says he hates to try and recall his first visit in these parts, for fear it will make him think he is getting old. The Board of Directors of the National Bank of Commerce, St. Louis, affixed the title "Vice-President" to Fred's name some time ago.

* * *

You seldom read of a successful banker nowadays who has reached the top rung of the ladder without long years of study and experience. Certain industries, like the cinema, for instance, with their highly paid press and praise agents daily tell about the former "soda jerker" or Rexall cowboy who applied a

greasy substance to his hair and is now the idol of millions of screen fans. Funny, that the thinking American people never get tired of so much mush. It takes more than an overnight application of vaseline to your hair to make a successful banker, yet the banker is one of the most un-advertised men in America today.

* * *

Now, on second thought, we will take back part of what we said in the above paragraph about the soda fountain dispensers. What Indiana banker does not know Howard C. Newland, President of the Cosmopolitan Bank of Cincinnati? Well, he is an Indiana product, and he got his start as a soda jerker. Many Indianapolis bankers will remember when "Doc" was a drug clerk in a store on Washington street. We don't know how old he is, but we do know that "Doc" played ball in the excavated ground which was later prepared for the Soldiers' and Sailors' Monument. He is undoubtedly one of the "youngest" bankers in the country and is making fine progress as head of the Cosmopolitan Bank.

* * *

Cincinnati, the queen city of the west, sent a group of bank representatives to the convention. Among others, these included A. L. Shreve, Cashier of the Second National; Messrs. McFarland and Evans, of the Fifth-Third, and James White, of the First National.

* * *

Olin W. Atterbury, Deputy Governor of the Eighth Federal Reserve District, and one of his deputies, Le Moine Mott, came over with the St. Louis delegation.

* * *

Elmer Rodgers, of the St. Joseph Loan and Trust Company of South Bend, is going to devote his efforts during the coming year toward working up chapters in various parts of the State for the American Institute of Banking. He is the retiring President of the South Bend Chapter. All good senior bankers ought to encourage A. I. B. work.

* * *

Here comes Walter E. Rahel, of the Terre Haute Trust Company. He is Vice-President of this financial institution, Jim Royse being President. Both good bankers.

* * *

Fred L. O'Hair, President of the Central National Bank and Central Trust and Savings Bank of Greencastle, came over with his father, R. L. O'Hair, former President of the Association. Like father like son holds good in the O'Hair family. Fred secured most of his bank training in New York and is now capitalizing on the knowledge secured there in the development of his present institutions, which are in a very healthy condition.

* * *

R. Palmer McElroy, Assistant Vice-President of the First National in St. Louis, never misses an Indiana convention. He has had a busy summer, his good boss, J. S. Calfee, Vice-President, having been sojourning in Europe for several months.

* * *

Here comes J. D. Winston. Whether you know it or not, this gentleman is one of the best known bankers in Kentucky. His title is Vice-President of the Louisville National.

* * *

The Citizens National Bank and Citizens Trust and Savings Company, of South Bend, also sent George G. Harrison, of their bond department, to look after their interests here.

* * *

George William Gates, Cashier of the First National of Loogootee, says things are "looking up" thereabouts. He has been with this bank eighteen years.

* * *

Frank McCarty, prominent citizen of Kokomo, is here meeting many of his friends. He is President of the Citizens National and one of the "first citizens" of Kokomo.

* * *

It is a good thing that all is not serious in life. While we write this paragraph, a colored jazz orchestra is keeping things lively out on the mezzanine floor, broadcasting melody from such instruments as a piano, drums, bells, accordion, xylophone, horns, banjo, clarinet and saxophone. This will get the delegates in good humor before they go into the convention hall. We forget who it was that said something about it being a sad situation when we allow a twenty-four span to pass without laughing a little bit.

* * *

George Reynolds, of the Continental and Commercial, Chicago, knows how to pick good men for his bank. At this moment we have in mind three very fine gentlemen who are representing that institution here at the convention—Wilson W. Lampert, Vice-President; F. H. Hinrichs, and Thurman Robinson.

* * *

New York banks, likewise, have a splendid aggregation of representatives calling on the banks in this territory. No finer gentleman than W. D. Howe, of the Irving Bank-Columbia Trust Company, ever visited this section from New York. Men of his calibre inspire confidence and elevate the standards of banking.

* * *

K. M. Andrew, Cashier of the LaPorte Savings Bank, accompanied by his charming daughter, Miss Florence, spent a great deal of their time at registration headquarters working in the interest of A. B. A. membership. They were assisted by Miss Lefa Nida, of the Indiana National. Mr. Andrew is Chairman of the Indiana Membership Committee of the National Association.

* * *

Delegates milling around in the business district yesterday between sessions thought for a moment that the Order of Bootleggers were unduly active and that this might be a "wet" town. A group of boys, employed by a "dry" goods emporium were handing out an enticing looking circular with a top label featuring "SCOTCH." Much to the surprise of some of the recipients of the circular, however, it had to do with a special sale of Scotch woolens, all of which was something else again.

* * *

Life might be as a twisted skein to the "view with alarmists" or

"point with pride" gentry, but things usually unravel in the right way in these United States, pacifists and their ilk, notwithstanding. Numerous Indiana bankers throughout the State are joining today in answer to the call for Defense Day service. This National Defense Day, Friday, September 12, 1924.

* * *

Get a hobby and ride it hard. It might be pitching horseshoes, knocking a little white ball around fairway and green; but, for your own sake, do something that comes under the heading of play. You will live longer and it will increase your bank's deposits as a result of increased vim and energy.

* * *

Claude Kitterman's hobby is flowers. He gets fun out of all of his thousands of gladiolas, tulips, hyacinths, asters, dahlias and other varieties of flowers. In fact, he has the "show garden" of Wayne county. At one time last summer, he had sixty different kinds of tulips, from his garden, on display in the bank.

* * *

Then, again, it might be bugs. E. B. Williamson, President of the Wells County Bank of Bluffton, has written several books on dragon flies and other works on "bugology." He is a national authority on the subject and has made a number of trips to South America, scouting about for new species. He also goes in for a study of flowers. He has propagated several species of fleur-de-lis and iris.

* * *

J. C. Hemphill, of Hathaway, Smith, Folds & Co., well known commercial paper house, Chicago, is attending the convention. A likable gentleman. Also a versatile pianist.

* * *

The Northern Bank Note Company, 2340 North Racine avenue, Chicago, presented each delegate with a scratch pad to take notes during the sessions. In addition they exhibited the model of their new building in the lobby of the Claypool Hotel. Their representatives included S. Edwin Earle, President; E. J. Thompson, Division Sales Manager; A. C. Smith, Indiana representative, and G. I. Henderson, Chicago sales representative.

* * *

Wanted—An equerry. Harper (Pat) Kelley, of Shelbyville, Ill., who represents the Central Trust Company of Illinois, Chicago, in Indiana and Illinois, is now the proud owner of a fine piece of horseflesh. The steed is now stabled at Champaign, awaiting calls from Latonia, Hawthorne and Churchill Downs. In his silk jockey attire, Pat tips the Fairbanks-Morse at 213.

* * *

Marshall V. Robb, Vice-President of the Central Indiana Power Company, and Vice-President of the First National Bank of Clinton, is at the convention. He is one of the best known utility men in the State.

* * *

Charles Zigler, a former President of the Association, still retains the horseshoe pitching championship, having recently made two ringers at a crucial moment in a tournament. He says they were scratches, but anyone who ever pitched against Charles knows better.

* * *

When Belleville, Ill., meets Huntingburg, Ind., it is like the old song of "When Good Fellows Get Together." Fred Paro lives in Belleville and Hugo Rothert is President of the Huntingburg Bank, and they are almost inseparable pals at Indiana meetings.

* * *

Bert Aseltine, of the Chase National of New York, one of the biggest of the big banks in Gotham town, is here again this year. He came over from the Kentucky convention, and this makes his eighteenth bank convention in 1924.

* * *

Allan Miller, of the Harris Trust Company of Chicago, who is daily adding to his laurels in securing new business, is also a familiar figure at Indiana conventions. Everybody likes Allan, high type representative that he is.

* * *

Homer R. Curts, Secretary-Treasurer of the Citizens Loan and Trust, Frankfort, has just arrived. Homer is popular at home and abroad.

* * *

Alden Bagnell, Assistant Cashier of the Stockyards National of Chicago, had a hard time finding hotel accommodations, but finally convinced Mr. and Mrs. Claypool that it was necessary he be sheltered under the convention roof, so he got bed and board.

* * *

Lot of interest being taken in the forthcoming A. B. A. Convention to be held in Chicago. Big delegation, according to advance reservations, is expected from Indiana.

* * *

The Empire Trust, address 120 Broadway, New York City, sent Irving Sumergrade as their representative. Glad to know you, Irving.

* * *

J. V. Carpenter, your new President, is a banker and a splendid Hoosier gentleman. The affairs of the Association during the coming year will be in good hands. He has been in the banking business ever since he left DePauw University, about seventeen years ago.

Mr. Carpenter's hobby is banking and his work for the Indiana Bankers Association. His father, W. E. Carpenter, organized the Brazil Trust Company at Brazil, and the father and son are executives of that growing institution.

* * *

J. V. has a charming wife and two delightful kiddies—Rita Jane and Annabelle. Good luck and best wishes during your administration.

* * *

How much time do you give to Association activities? That you get out of an organization in proportion to what you put into it, is the theory of A. G. Brown, President of the First National of Greencastle. He has long been active in affairs of the I. B. A.

* * *

The Hanover National Bank of the City of New York has a lot of friends in Indiana. Joseph J. Touhig was here again this year representing this solid old institution.

Miss Mary S. Dennis is completing her second year in the office of the Association in the Odd Fellow Building. She is an efficient and loyal employe.

* * *

E. B. Robertson broke away from Louisville during a busy week to be here among his Hoosier friends. They just finished their big Kentucky convention yesterday, and this is State Fair week in that State. E. B. is Vice-President of the National Bank of Kentucky.

* * *

John A. Rhue, Vice-President of the Marion National Bank at Marion, and President of your Association in 1921, appeared at registration headquarters with a broad smile. You know John is also interested in the Indiana Truck Corporation. In this latter connection he reports having closed an order for fifty-six trucks for the State Highway Department of Texas for early delivery. This, in addition to fleet orders for Michigan, Indiana, Kentucky and elsewhere, is the cause of much joy in the Indiana Truck offices, other reports of business depression notwithstanding.

* * *

George Ade once said that "A harelip is a visitation from God, but whiskers are a man's own fault." This is a great convention town. Coming right on top of the bankers convention, the barbers are in conference here, wrestling with heavy problems in their industry, including the shingle and bob situation. The Red Men have also been in conference here this week. Like the Arabs, they folded up their tents last night and silently stole away for their homes.

* * *

Are wives interested in their husbands' profession? Indiana bankers' wives are like that. About one hundred and fifty ladies were in attendance for the convention.

* * *

Proof, if you want it, that women are doing real constructive work in various lines of business, including banking, is clearly shown nowadays by the number of women on executive boards. Miss Dautel, Assistant Secretary of the LaFayette Loan and Trust Company, delived an inspiring message at the A. I. B. breakfast yesterday. When a woman takes an interest in work like that of the American Institute of Banking, it shows that she has vision. Senior male bankers should bear this in mind.

* * *

Miss Gertrude E. Howard, Assistant Secretary of the Ohio Bankers Association, with headquarters at Columbus, arrived just in time to join the hundreds of friends in congratulating Miss McDaniel in the latter's elevation to the office of Secretary. These two interesting business women have had much in common during the past dozen or more years in their work for the State Bankers Associations. Both have done loyal and constructive work for the banking fraternity.

* * *

Indiana society in all its glory never had anything on the delightful, good looking, well dressed banker audience in attendance at the Murat Theater last night. It was Bankers' Night. A joyous musical comedy of youth, entitled "A Trial Honeymoon," made many of the staid old financiers want to turn the wheels of life back again.

The management had to hang out the S. R. O. sign early. Every seat was filled. Mr. and Mrs. Kitterman, Banking Commissioner and Mrs. Wolcott graced the group of box holders on the right, while Mr. and Mrs. Carpenter and their friends headed a merry party in the box to the left.

* * *

That Indiana business is highly valued by the country's largest financial institutions, was attested by the aggregation of scouts here for the convention from New York and Chicago. The Guaranty Trust Company of New York (largest trust company in the whole world and second largest bank in these United States) sent Arthur B. Hatcher, Assistant Vice-President, and N. R. Brooks, Indiana representative, both being well known in these parts.

* * *

"LaFayette—he is here," yelled the bell boys in the lobby of the Claypool, when the big and jovial Sam Souders, of LaFayette, Ind., emerged from his taxi. Sam is to LaFayette what Gus Mueller is to Indianapolis, if you know what we mean. His bank, if you do not know it, is the Farmers and Traders Bank.

* * *

Harold H. Shockey, of the banks and bankers division of the Illinois Merchants Trust Company of Chicago, drove over again this year in his trusty Dodge. This is an interesting month for his institution. September 29th is the day the Corn Exchange moves in with the Illinois Merchants, finally completing the merger of the two banks. C. R. Phillips and Jim Wakefield, two Corn Exchange officers, are also among those present.

* * *

T. A. Hollingsworth, of the State Bank of Otterbein, had to leave early, but he didn't fail to greet all of his friends while here Wednesday and Thursday.

* * *

A familiar and welcome visitor in Indiana is F. R. Hanrahan, Manager of Loans, Illinois and Indiana, for the Federal Reserve Bank of Chicago.

* * *

Bankers, like other good business men, realize today that you can not conduct a modern business with ox cart methods. In a whole row of rooms on the mezzanine floor, adjoining the registration quarters, we have with us representatives and exhibits of such well known firms as the Addressograph Company, Sunstrand, Northern Bank Note and the O. B. McClintock Company of Minneapolis.

* * *

Recognizing the importance of the deliberations of the Indiana bankers, the daily press of Indianapolis gave generous pictorial, editorial and news space to the convention.

* * *

G. B. Clippinger, busy bond man, found time to look on some of the sessions. He is, as you doubtless know, Secretary of the Fletcher American Company, Indianapolis, Louisville, South Bend, Chicago, and Detroit, U. S. A.

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AT LEAST A PART OF YOUR INSURANCE AND BONDS SHOULD BE PLACED THROUGH YOUR ASSOCIATION

ELMER W. STOUT
President Fletcher American National Bank, Indianapolis

GEORGE C. FORREY
Fletcher American Company, Indianapolis

perity with the very system denounced, that it is to the interest of *all* to make business bigger. So, thanks to the *militant banker*, this handy political scarecrow of Wall Street has been relegated; *it no longer frightens.*

It took only *plain* reasoning, once thoughts were *correctly* directed, to see that, on the most *selfish* basis conceivable, whatever influence *big* business or financiers have or ever did have must be exercised in bringing *greater prosperity to the whole country.*

All of these conditions reviewed may never have come to pass "on the *banks of the Wabash.*" I dare say they *didn't,* but they were prevalent enough to be *characteristic* and to render *mute* the widespread influence that could have been the *banker's* and the financier's *for the mere courage of standing up to be counted by his fellow men.*

This was all yesterday. The *old* order changeth. The *banker* has deserted his too-proud-to-participate attitude; *casting off his upholstered existence.* He *no* longer sits docilely by while either he or *his* profession is attacked. *He stands up for and back of his business as an honorable, thoroughly legitimate and necessary attribute of a common prosperity.*

This *standing up* quality which the banker is acquiring is a *powerful* force. The broadening demands of an exacting commercial world would brook *no weaker course.* How commendable that this transformation comes voluntarily, because men, however *beset* of improvement, *nevertheless hate being improved.* So much the *stronger* then this motive which comes from *within;* this growing desire to augment the *national impression* of *banking* and bankers *as positive, upstanding, constructive forces of the business family.*

The *banker,* also, with other leaders is demonstrating to the *world* that there is such a thing as *business statesmanship;* that the interests of the huge army of *commerce* and industry are the predominating ones of *peace.*

Hampered by *none* of the ancient *political* alignments, actuated *only* by common *economic* needs, *international* business has already proceeded well along the difficult path to trade recovery. International conventions, *business conferences of bankers,* lawyers, advertising men and others have scored *definite* progress in the face of repeated *diplomatic failures at trade revival.* Thus we find *Business, hard-headed Old Business, achieving the glories denied to more seasoned, treaty-wise world statesmen.*

The *business man's* language is *plain, unmistakable;* his course one of *action;* his commitments not by *mere gesture,* but by the more *open* method of *standing up before the world for the count.* This is all a bit jarring to the hoary precepts of *diplomacy,* yet his *vigorous* dealing begets *results.* The *business statesman has won by candor.* Through his *timely* interception he has prevented the universal *will to peace,* born of the horrors of war, from being a mere *will o' the wisp.*

And *yet* there is *some* professed distrust of the *financier-statesman.* They say he *is* warlike; that he revels in international complications if *profitable. No such* assertion should leave a banker dumb in defense. It calls into action *every* fiber of *manhood* and every bit of red blood. It is the *supreme* occasion when *he should stand up and be counted.* Too long has he *timidly* accepted this damnable slander.

"Financiers start wars." *God forbid the thought! Who* was it at the recent Interallied Conference, I ask, that would have *nothing to do* with the discussion of French "penalties"? Who was it feared these so-called *penalties* would be conducive to conflict? *The International Banker.* Who was it said, *"Quit quibbling and get down to business"?*

"Bankers Force Reparations Agreement," announced newspaper headlines after the conference. *Does that look warlike?* Does this brand the *banker* as the unscrupulous *engineer* of the war machine?

Six years after peace *theoretically* came, after *weary* months of conferences, commissions and delegations involving all of the chicanery and hidden arts of politics, *diplomacy* and *statesmanship* that only aug-

mented the complications, *is it to the degradation of financiers that they forced action?*

Is it to their discredit that, working in the spirit of *reason* and tolerance, *conscious* of the longing for *peace,* that inarticulate millions harbored in their hearts, they brought about, or *forced*—as the dear public usually considers financiers—the Peace of London, the *greatest material attainment toward lasting peace for which thousands laid down their lives?*

The monuments to and the historical glory for such a course may accrue to *political* parties and statesmen to *traffic on its influence, but enshrined indelibly in the heart of every banker is the smug satisfaction of vindication.* This should put to rest for all time the baseless, absurd whisper of those who assail bankers as disciples of the *despicable* God of War. *"Bad is the trade that must play fool to sorrow."*

Yes, the banker is militant, but *not warlike;* militant when it comes to *defending* the *high* standards of business *morals* and promoting the sound *commercial policies* upon which the *future* of our nation depends. He draws this courage from a *worthy* source, his *American forebears, and he gathers sacred inspiration from such notable occasions as the present.*

For *today* is one nationally dedicated to the idea of defense. One cannot be *indifferent* to the appeal of *Defense Day,* to *stand up for one's own is an instinct as old as the hills.* There are occasions both in *peace* and in *war,* in nations and in business, that challenge one's *courage* and *stamina. The valor to defend is manhood's noblest prerogative, whether it be your profession, your home or your country. It therefore is not an irrational impulse we have inherited.*

I seek no *perversion* of this *worthy* appeal to open patriotism; but, suggested by it, and of almost equal necessity, is the quality of *business courage.* Foremost in the ranks of the *commercially brave should be, and is, the banker, a symbol of action, an upstanding, four-square man, a fitting example of what Thoreau had in mind when he said: "What recommends commerce to me is its enterprise and bravery. It does not clasp its hands and pray to Jupiter."*

I would only bespeak in conclusion your *continued, unfailing allegiance* to the *profession* you grace, the *aggressive* use of *your* vigorous influences in *properly* interpreting the standards of our craftsmanship; the *utilization* of your *opportunities* to *wholesomely direct proper thinking in this land of ours; the undying courage in all matters of business progress and national importance to stand up and be counted.*

The President: I am sure we all heartily endorse what Mr. Lonsdale has been kind enough to bring before us, and we want to extend to him our thanks for his wonderful address.

In selecting the speakers for this Convention we felt that it would not be complete if we did not have a Hoosier to address us—a man who is a real Hoosier, one who regards Indiana as his home, and regards it highly enough to exercise his right of citizenship to stand up and be counted in Indiana, a man who was broad enough and capable enough to go from our town of Fairland, Indiana, and become the President of the Institute of Mercantile Art, founded by John Wanamaker—Professor Stanley L. Krebs, who will now address you. (Applause.)

DR. KREB'S ADDRESS.

(Report of one or two points made by Dr. Stanley L. Krebs in his address on "Constructive Optimism.")

PROFESSOR STANLEY L. KREBS

Since the adoption of the Federal Reserve Banking System, there never can be a financial panic in the United States again. You can bend this system, but you cannot break it. That's why there was no panic in the past two years, when by all symptomatic signs one was due, but never came.

Man creates his world and makes it what he wants it to be. When you drive up Broadway, New York, and down Fifth Avenue, and up Riverside Drive and note the sky-piercing buildings, and think of the multitude of useful and beautiful merchandise in their interiors, *all made by the hand of man,* you are impressed almost to the point of speechlessness over this thing called the creatorship of man, who is in the image of a God.

If, therefore, there is a sag in business, a sad sag, it is man-made and not God-made. And by man it must be lifted back to normal.

But there seems to be a paralysis of waiting among so many business men; waiting for Germany to pay its reparations, waiting for Russia to get some common sense in her economic system, waiting for Congress to act thus or so. The average man among us feels he is too insignificant and limited in influence to do much to lift the world sag back and up to normal, and so he waits for something to happen that will do it.

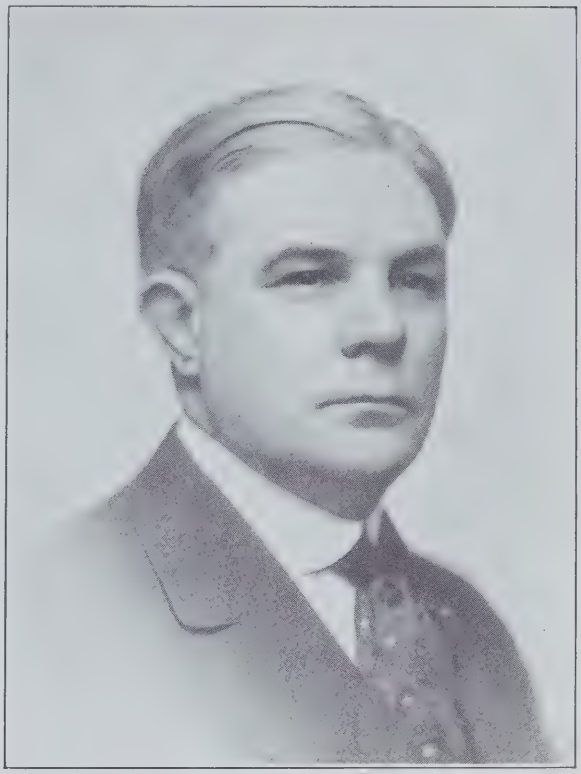
I want to offer every man a very definite method which every man can apply for accomplishing the very thing we all want, and that simple method is to swat the pessimist wherever we hear him buzz and see him bite. Don't stand there in silence, for that gives assent to what he says and spreads the evil thing; but put in some kind of a rejoinder or neutralizing thought.

Two men started talking and both said, "Business is bad; we did not sell this month what we sold last; things are going down." The two that heard them repeated it; the four told it to four others, and the eight to eight others, and thus the pessimisitic curse spread over the city's business and outlook. The city is St. Louis. The man who overheard the two men talk is your speaker, who was hurrying past them and their two friends on Olive street at the time, and to a St. Louis noon luncheon club he predicted the very condition which prevailed in that city two months ago. This is but one of many instances that might be cited to prove the power of thought on action.

Ideas persisted in produce realities.

Therefore let us use *constructive* ideas to neutralize the destructive. Let us go right up to anyone who creaks and croaks economic pessimism and say to him,

C. M. MURDOCK
President First-Merchants National Bank, Lafayette



E. H. MILLER
President American Trust Company, South Bend

"Pardon me, I don't know anything about these figures you are quoting; but one thing I do know, and that is you are an American and I am an American, and all the problems America has had in the past she has satisfactorily settled, and all the problems America has now she will also satisfactorily settle. Good day, sir." Say that and then move on; don't wait for an argument; just bear witness to the light like the Goddess of Liberty herself.

Such a clear statement like that punctures the pessimistic balloon, and you can hear the escape of the gas a mile off.

Talk things up and something will start up.

The farmer has bumper crops and is coming back into trade, is paying his debts, buying new machinery and erecting needed buildings. The schools and colleges are crowded, more in attendance than last year and way beyond the proportionate increase in population. Europe is adjusting itself to a plan that has met with universal approval, foreign trade is on the increase, bank deposits are growing, new enterprises are blazing open paths, our government is keeping bolshevists out and closely watching those who are already in; the churches are functioning, and the God of our forefathers is with us still. Many more items might be listed on the right side of the economic ledger. So, if any human bat croaks under these circumstances and predicts a downward trend of trade, let us use the fealty formula upon him, and thus fight the good fight of peace, patriotism, economic faith and progress.

The President: I will now ask Mr. Bonner to again present the Report of the Finance Committee, which he read to the Convention last evening.

Mr. Bonner read the report, which appears in the minutes of the session of the Convention yesterday afternoon.

The President: You have heard the Report of the Finance Committee. What action does the Association wish to take on that report, if any?

Mr. C. L. Zigler: Mr. President, I move you that the report of the committee be accepted, and that the dues of the Indiana Bankers Association be increased, for the purpose named, 50 per cent.

And I want to say, while on my feet, that it has been almost impossible to supply the required needs of the Protective Fund out of voluntary subscriptions. Out of eleven hundred and fifty banks there were but seven hundred of them that came forward with their subscriptions.

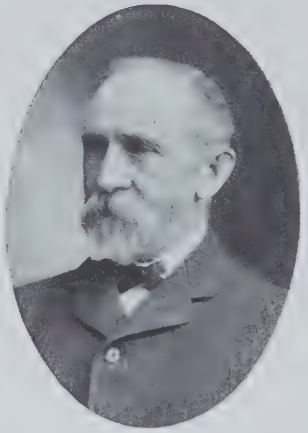
The committee felt that it would be better to increase the dues, so that each bank in the State would do what it justly should do. I, therefore, offer this motion, that the dues be increased 50 per cent., for the purpose named.

The motion was seconded by Mr. Hoover.

The President: It has been moved and seconded that the report of the committee be accepted, and that the dues be increased 50 per cent.

Are there any remarks? All those in favor of the motion will signify the same by saying aye; contrary, no. The motion is unanimously carried.

EARL S. GWIN
President Lincoln Bank & Trust Co., Louisville, Ky.



THOS. W. FLEMING
President Shelby National Bank, Shelbyville

F. E. DAVIS
President Citizens National Bank, Tipton

GUY H. McMICHAEL
President Citizens National Bank, South Bend

I think, in order to do that, it is necessary to have some amendments to the Constitution. A committee has been appointed on that, of which Mr. Zigler is the Chairman.

Mr. C. L. Zigler: Mr. Chairman, the committee appointed to revise the Constitution and By-Laws, to take care of this action which has been taken, begs leave to report as follows:

REPORT OF BY-LAWS COMMITTEE.

The By-Laws Committee begs to recommend the following changes in the Constitution and By-Laws of our Association:

Section 2, Article IV (second paragraph): For the fiscal year ending September 1, 1925, and thereafter, 40 per cent. of the annual dues shall be placed to the credit of this fund (Protective Fund). Any revenue derived from other sources than the annual dues or assessments levied for specific purposes shall be placed to the credit of the Protective Fund.

Section 3, Article IV: The disposition and control of this fund shall be placed in the hands of a Protective Committee, composed of three members, who shall be appointed annually by the President, whose names *shall* be made public.

Section 1, Article VI: The annual dues of this Association shall be, for banks and trust companies having a capital, surplus and undivided profits of

Less than $26,000	$ 7.50
$26,000-$50,000	15.00
$50,000-$100,000	22.50
$100,000-$500,000	30.00
$500,000-$1,000,000	37.50
$1,000,000 and over	52.50
Bond houses and brokers	15.00
Chapters, A. I. B.	15.00
Associate members	15.00

Respectfully submitted,
C. L. ZIGLER, Chairman,
W. B. BONNER,
C. D. BILLINGS,
By-Laws Committee.

Mr. Zigler: Mr. President, I move the adoption of this resolution.

The motion was seconded by Mr. Billings, and prevailed.

The President: Has the Auditing Committee any report to make at this time?

Mr. Neal Grider submitted the following report on behalf of the Auditing Committee:

REPORT OF THE AUDITING COMMITTEE.

September 5, 1924.

To the President and Members of the
Indiana Bankers Association:

Gentlemen—We, the undersigned Auditing Committee, have carefully audited all receipts and disbursements of our Association from September 1, 1923, to September 1, 1924.

We find that all entries have been properly made in the books of the Secretary, all vouchers and receipts have been checked and are on file in the Association offices. The balances as shown by the Treasurer's report are correct, to-wit:

Balance in General Fund	$3,314.03
Balance in Protective Fund	3,312.97
Balance in The Hoosier Banker Fund	1,571.26
Total cash on hand September 1, 1924	$8,198.26

Respectfully submitted,
C. H. ADAMS, Chairman,
NEAL GRIDER.
E. D. MOORE.

A Member: Mr. President, I move the adoption of the Report of the Auditing Committee.

The motion was seconded and prevailed.

The President: We will next receive the Report of the Resolutions Committee.

Mr. A. G. Brown, Chairman of the Resolutions Committee, submitted and read to the Convention the report of the committee, as follows:

REPORT OF RESOLUTIONS COMMITTEE.

The Indiana Bankers Association in its Twenty-eighth Annual Convention assembled wishes to express

its deep appreciation to the Indianapolis Clearing House Association and the banks of Indianapolis for their most cordial welcome. Every Hoosier banker appreciates the wonderful spirit of hospitality which finds increasing evidence from year to year.

We also express our thanks for the many courtesies extended to the visiting ladies during this convention, and we heartily endorse the high character of entertainment in which bankers and their wives may jointly participate.

We most heartily commend the work of the officers of the Association, also the group officers, for their constructive program they have carried on during the past year, and assure them that they can point with just pride to the high position this Association now occupies in the commercial and economic life of the State.

Further protection of the public from fraud through the sale of securities continues to be an outstanding need in this State, for the betterment of economic conditions. We are of the opinion that adequate state regulation is the only practicable solution for this problem. The present securities law is a step in the right direction, but admittedly falls short of its purpose. While we commend the efforts and progress made by the present legislation, we are convinced that the scope of the law should be broadened, facilities for its enforcement and administration adequately and specifically provided for and its enforcement guaranteed by specific provisions fortified by suitable penalties. Moreover, we believe that amendatory legislation should remove all exemption provisions which unfairly permit evasion of the intent and purposes of the law, to the end that it shall cover, without discrimination, classes of securities which should be subject to public regulation. Furthermore, it is believed that the legislation should be so drawn as to be clear and decisive, and without ambiguity or question. To these beliefs, which are the product of our experience, we lend our sincere efforts and commend them to the next session of the General Assembly for its attention and action.

We recommend very strongly that the General Assembly, at its next session, pass a law providing for a State Constabulary, which, in our opinion, will assist greatly in stopping bank hold-ups and the general reign of lawlessness throughout the State. Such a law should be in keeping with the laws of other States, self-sustaining and should, in our opinion, embody a mechanism absolutely non-partisan.

We heartily commend the administration of the Hon. Eben H. Wolcott, State Bank Commissioner, and feel that his efforts to strengthen the banking laws of Indiana should meet with universal approval.

Death has again entered the ranks of the active workers of the Indiana Bankers Association. Since our meeting one year ago, two ex-Presidents of this Association, Jonce Monyhan, of Orleans, and James W. Sale, of Bluffton; John C. Shirk, Chairman of the Agricultural Committee, Gustave Gramelspacher, a former Treasurer, and Andrew Smith, our beloved Secretary, have all passed to the great beyond. All were of that grand and noble type of Hoosiers who have given so unselfishly to the progress of our Association and State. We recommend that the Chair appoint a committee to draw up fitting resolutions covering our appreciation of each of these good men, and that such resolution appear as a memorial in the next issue of The Hoosier Banker.

Respectfully submitted,
A. G. BROWN,
JOHN A. RHUE,
HENRY P. PEARSON,
Resolutions Committee.

WHEREAS, The hand of death has removed from our midst our esteemed member and Secretary Emeritus, Andrew Smith, and

WHEREAS, This Association is in a great measure the fruit of his time and effort, without which it would not have reached its high standard of success and efficiency, and

WHEREAS, The members of this Association, as a whole and as individuals, feel the irreparable loss that the Association as a whole, and they as individuals, have sustained; be it

RESOLVED, That the Indiana Bankers Association express to his immediate family and to his aged mother, their heartfelt sympathy in this, their deep bereavement; and be it further

RESOLVED, That these resolutions be made a part of the regular minutes of this Association; that they be published in The Hoosier Banker, and that copies be sent to the sorrowing relatives.

CLAUDE S. KITTERMAN.

RESOLVED, That the Indiana Bankers Association in Convention assembled hereby express to the bereaved members of the family its deepest sympathy over the death of its beloved ex-President, James W. Sale, of Bluffton, Ind. * * *

RESOLVED, Further, That we assure them of the appreciation we have for the excellent work he did as our Chief Executive; and also convey to them our belief that much of the Association's present prosperity may be attributed to his untiring efforts, as well as state to them that he will long live in the memory of our members, who were fortunate enough to know him as a kind and considerate father, a perfect gentleman and a worthy citizen.

Respectfully submitted, with affectionate regards, by your committee of two former presidents,

D. A. COULTER,
HUGH DOUGHERTY.

John C. Shirk, President of the National Brookville Bank, died at his home in Brookville, Ind., April 21, 1924.

He had been in failing health for some time, and had spent the winter in Florida in the hope of recuperating, but it was without avail.

He had been the head of the National Brookville Bank practically all of his business life.

He was always in the forefront of every movement for the betterment of the civic life of his community.

He was always a supporter of the Indiana Bankers Association.

He will be greatly missed by the bank, by the community, and by this Association. And we join with his other friends in deploring his death.

W. W. BONNER.

Gustave Gramelspacher, prominent banker of Jasper, Indiana, passed away very suddenly at his home, September 26, 1923. The death of Mr. Gramelspacher came as a shock to his hosts of Indiana banker friends, as he had participated in the State Convention of the Indiana Bankers Association only a few days previous to his death, in apparently the best of health.

Mr. Gramelspacher served the Indiana Bankers Association faithfully and well, acting as Secretary of his Group, then as Chairman, and in 1921 was made Treasurer of the State Association. He was Cashier of the Farmers & Merchants State Bank, Jasper, and contributed much to the success of that institution.

The good natured, jovial disposition of "Gus" Gramelspacher will be greatly missed at our banker meetings. It is, therefore, with deep sorrow that we here record his death, but will hold him in kind remembrance for his many services and loyalty to the Indiana Bankers Association.

F. McD.

Within the last few weeks the hearts of Indiana Bankers have been saddened again, in the passing of Jonce Monyhan of Orleans, Indiana, September 3, 1924. Few men in Indiana had a wider acquaintance in the state than he and his genial disposition compelled all who knew him to love him.

For many years he was actively identified with the banking interests of the state until declining health forced his retirement. In 1907 he was honored with the presidency of the Indiana Bankers Association and was a faithful and competent official.

His going is more keenly felt by his family and friends in the locality where he was born and lived his entire life, yet the passing of Jonce is scarcely less sorrowful to the legion of friends throughout Hoosierdom.

The memory of his friendship will help to lighten the cares in life of those who are left behind.

W. W. CAVE.

Mr. Brown: Mr. President, I move the adoption of the Report of the Resolutions Committee.

The motion was seconded and prevailed.

The President: Is there any unfinished business to be brought before the Convention?

Is there any new business?

We shall now receive the Report of the Nominating Committee.

REPORT OF THE NOMINATING COMMITTEE.

Mr. Glen Baker, Chairman of the Nominating Committee, submitted and read to the Convention the Report of the Nominating Committee, as follows:

For President, J. V. Carpenter, Brazil.

For Vice-President, R. C. Stephenson, South Bend.

For Treasurer, G. F. Patterson, Indianapolis.

For Secretary, Miss Forba McDaniel, Indianapolis.

Mr. C. L. Zigler: Mr. President, I move that the Report of the Nominating Committee be accepted, and that those named be declared elected as officers of this Association for the ensuing year.

The motion was seconded.

The President: It has been moved and seconded that the Report of the Nominating Committee be accepted, and that those named be declared elected as officers of this Association for the ensuing year.

All those in favor of the motion will signify the same by saying aye; contrary, no. The motion has been unanimously carried.

Mr. Newhouse: Mr. President, I move that Claude S. Kitterman be elected as a member of the Council of Administration-at-Large, for three years, succeeding Mr. C. L. Zigler.

The motion was seconded by Mr. Zigler.

The motion was put by Mr. J. V. Carpenter, Vice-President, and prevailed unanimously.

The President: The next thing on the program is the installation of the new officers of the Association.

I will appoint Mr. C. D. Billings to escort your new President to the rostrum.

Mr. Billings escorted Mr. J. V. Carpenter to the platform.

The President: Mr. Bonner, will you escort our new Vice-President to the rostrum?

Mr. Bonner escorted Mr. R. C. Stephenson to the platform.

The President: Is Mr. Patterson in the room? He does not seem to be present. Mr. E. H. Miller, will you escort our new Secretary to the rostrum?

Mr. Miller escorted Miss Forba McDaniel to the platform.

The President: It gives me great pleasure, at this time, to fulfill the last pleasant duty of my office.

One year ago I was escorted to this position. Fifty years ago this month I passed along Washington street, out here in a covered wagon, my parents having been driven out of Kansas by the grasshoppers, and all that they had left in the world was an old covered spring wagon and one little, puny, sickly boy. I was that boy.

September has been an important month to me. It gave me the Presidency of this Association, and it also gives me the end of my year of service as your presiding officer, and turning over the affairs of this institution to other hands.

Mr. Carpenter, I have here the badge of your office, a badge that has been worn by many men, and one that we have all treasured with a great deal of reverence and respect, a badge that gives you entry to all the banks of the State. It gives me great pleasure to present it to you, knowing that you will fulfill the office with honor to the Association and to yourself. I congratulate you. (Applause.)

President-Elect Carpenter: Mr. Kitterman, I thank you for those kind words.

Fellow bankers of the Indiana Bankers Association, and ladies, I assure you that I appreciate this mark of your approval and confidence more than I can say.

Mr. Kitterman spoke about this badge having been worn by others. I assure you that I will safeguard the interests of the badge to the utmost of my ability.

I cannot look back as far as Mr. Kitterman can—fifty years ago—to any covered wagon, but I can remark that for the last fifteen years I have been sitting in these Conventions, watching the Presidents being installed year after year, and the thought always came through my mind, "What does the incoming President of the Indiana bankers think about?"

I assure you right now that it is not the honor of the position, it is not exactly your mark of confidence or approval, but it is the service which you, as members of the Indiana Bankers Association, have a right to demand from the organization. It is the duty of the administration to see that you get that service in the best possible manner.

This year is going to be a crucial year. We all recognize that fact. It is going to be a legislative year, and there are serious matters coming before the Legislature, in which we will be vitally interested.

We have lost the opportunity to use twenty-three years of experience in the upbuilding of Association work in the loss of our Secretary, Mr. Andrew Smith. While I am not going to attempt to add anything to

the remarks that have already been made with reference to Mr. Smith, nevertheless our loss in that respect can only be told by time.

We are going to have to depend this year not upon the experience of Mr. Smith, but upon the combined judgment of the members of the Council of Administration. For that reason the burden is going to rest more heavily upon the officers and upon the Council of Administration, and the demand for co-operation on the part of the members of the Association is going to be greater than ever before.

I am sure that we will do our best, and I am quite sure that we shall be able to carry the organization through the year successfully, and at the next Convention we will have as good a meeting as we had this year—and I think we have had a mighty good Convention, too. (Applause.)

Mr. Kitterman, I now have my first pleasant duty to perform. As I remarked that this year was going to be a crucial year, the past year has been an extra hard one. I don't suppose that any of us realize the burden that has rested upon you in shouldering your responsibilities and extra work and troubles that have come upon the Association through its Administrative and Executive Department. We do not realize it because the work has been carried on successfully. There has been no hitch, there have been no rough spots, and, therefore, we did not fully appreciate what you were doing. But this little badge, which is given to you as the retiring President of the Association, means much more to you, and means much more to me as I give it to you, for the reason that you have had an extra hard year and have carried heavy burdens through successfully.

Mr. Kitterman: Mr. Carpenter, I indeed thank you for this souvenir. It is one that I shall treasure as long as I live. I consider it a wonderful honor to be able to wear such a badge.

I now want to introduce to you your new Vice-President, who needs no introduction, really—our beloved Rome Stephenson. (Applause.)

Mr. Stephenson: Mr. President and members of the Indiana Bankers Association: I would, indeed, be ungrateful if I did not thank you sincerely for having called me from the ranks to serve as the Vice-President of this good old Bankers Association.

I must admit that I had a selfish interest in allowing my name to come before the Convention. I want to add to my possessions that thing that I value more highly than anything on earth—that is the friendship of men and women throughout Indiana, and also to add to my knowledge of the geography of Indiana.

I expect, during the time that I am an officer of this Association, to visit every nook and corner of Indiana, and it will be an excuse for me to get away from home for that purpose.

I expect, also, to take with me two of the most wonderful golf players in the United States—my good friends Gene Miller and Charley Zigler. While I am attending the meetings of the various groups throughout the state, my good friends will be out on the golf links endeavoring to make the expenses of the trio in touring the State of Indiana. (Laughter and applause.)

I am quite sure that a man in the position of either President or Vice-President of the Association will have an opportunity to render valuable service to the Association if he works earnestly and energetically, and I hope that at the close of my administration as Vice-President my work will have been so satisfactory that I will look forward with confidence to your approval, and hope that in the future I may be the President of this Association. (Applause.)

I thank you very much, indeed.

The President: I now want to present to you one who needs no introduction, one who has worked long and faithfully in our service, without whose kind offices and worthy counsel I never could have hoped to have carried on the work of the Association the past year. She has served us with signal ability, and we are glad to extend to her a welcome to our midst as our new Secretary. I take great pleasure in presenting Forba McDaniel. (Applause.)

Miss McDaniel: Mr. President and members of the Indiana Bankers Association: I wish I could express to you my appreciation of this honor.

I believe that I realize the responsibility connected with the secretaryship of this Association. I feel very humble, indeed, but I know the bankers of Indiana, I know your loyalty to your Association, and I confidently believe that every one of you will help us through what will undoubtedly be a very trying year—the first year without our beloved Andrew Smith.

I sincerely hope that I may be given the strength and the ability to justify your confidence in me.

I thank you from the bottom of my heart. (Applause.)

The President: Now, Mr. Carpenter, I perform the last pleasant duty of my office by turning over to you the gavel of the Association.

President-Elect Carpenter: If there is no further business to come before the Convention at this time the Convention will stand adjourned.

Whereupon, the Convention, on motion duly made, seconded and carried, adjourned sine die.

AMERICAN INSTITUTE OF BANKING.

The American Institute of Banking Breakfast on Thursday morning, September 11th, in the Chateau Room, Claypool Hotel, was attended by nearly two hundred men and women interested in the work of the Institute. Interesting talks were made by C. O. Holmes, Gary; Neal Grider, Indianapolis; Miss R. A. Dautel, Lafayette; Frank Bernard, Muncie; R. C. Stephenson, South Bend; Dr. Ganfield, Waukesha, Wis., and Jos. J. Schroeder, Executive Secretary, Chicago Chapter, A. I. B.

Elmer Rodgers, of South Bend, presided. Enough enthusiasm was evidenced at this breakfast to assure the organization of several active Chapters in Indiana the coming year. It was suggested that a meeting of

the A. I. B. be made a permanent part of the State Convention of the Indiana Bankers Association. Better citizens and better bankers are being made by courses of study afforded by the American Institute of Banking. There is an outstanding need for additional Chapters in Indiana, as at present only Fort Wayne, Gary and South Bend are supporting organizations of this kind. It is expected that an enthusiastic Chapter will be formed in Indianapolis in the near future. Who will be the next?

Did you ever stop and wonder how some of our successful banking associations originated? Among the various bodies of banking associations, which are doing real constructive work for the banking industry today, comparatively little is said about the Association of Reserve City Bankers, membership being limited to some four hundred hand-picked officials from various institutions scattered throughout the United States. Perhaps you did not know that this fine organization was conceived and born about a dozen years ago as a result of prominent young bankers who came to attend the annual meeting of the Indiana Bankers Association. Gus Mueller, your own prince of good fellows, is really father of the Association. Visiting bankers made it a point to linger so long in his presence that he started by giving them, a score or more of them, an annual dinner. This little group finally formed itself into an association, until today it is doing successful work in all parts of the country and raising the standards of banking generally.

Building a convention program is no juvenile job. It requires long hours of study to successfully arrange the subjects and speakers, to make condensed reports and to cover adequately all of the various activities of the Association. The committee again this year proved equal to the task and gave the members a well constructed program. That it was appreciated was attested by the large audience at each session.

The program was a strong one. The attendance at each session was large. In fact, this writer did not find many delegates inclined to sneak away from the convention and play golf this year.

The final session of the convention is now ending. Mr. Kitterman has turned over the gavel to Mr. Carpenter, the new President, and Rome Stephenson has been installed as Vice-President.

The prolonged applause which has accompanied the introduction of Miss McDaniel as the new Secretary of the Indiana Bankers Association is still ringing throughout the hall. When great big men, shrewd bankers, recognize the ability and service of a business woman, entrusting their affairs in the Association to her keen judgment, it is an epoch. History is being made this noon. They are still applauding, waving handkerchiefs in midair. Miss McDaniel accepts in a brief, well worded talk.

We predict a successful future for the Indiana Bankers Association. May it live long and be one of the country's greatest constructive forces for better banking and good citizenship.—Wm. H. Maas.

CONSTITUTION AND BY-LAWS

INDIANA BANKERS ASSOCIATION.

Preamble.

In order to promote the general welfare and usefulness of banks and banking institutions, and to secure uniformity of action, together with the practical benefits to be derived from personal acquaintance, and from the discussion of subjects of importance to the banking and commercial interests of the country, and especially in order to secure the proper consideration of questions regarding the financial and commercial usages, customs and laws which affect the banking interests of the entire State of Indiana, and for protection against loss by crime, we, the members of the Indiana Bankers Association, appreciating the importance of concert in action, do hereby agree to be governed by the following Constitution and By-Laws.

CONSTITUTION.

Article I.

Section 1. This Association shall be called the "Indiana Bankers Association."

Sec. 2. Any National or State bank, trust company, savings bank, or private banker of Indiana, or such bond and stock broker as may be invited by the Council of Administration, may become a member of this Association upon payment of such annual dues as shall be provided by the By-Laws and may send one delegate to the annual meeting of the Association; and any member may be expelled from the Association upon a vote of two-thirds of those present at any regular meeting.

Sec. 3. Delegates shall be an officer or director of the institution they represent, or a member of a banking or brokerage firm, or an individual doing business as a banker or broker.

Sec. 4. Delegates shall vote in person; no voting by proxy shall be allowed. No delegate shall vote in more than one capacity.

Sec. 5. All votes shall be viva voce unless otherwise ordered; any delegate may demand a division of the house.

Sec. 6. Annual conventions of the Association shall be held at such time and place as shall be determined by the Council of Administration.

Article II.

Section 1. The officers of this Association shall consist of a President, Vice-President, Secretary and Treasurer, who shall be elected annually by ballot. A majority present and voting shall be required to elect.

Sec. 2. After the year 1910 no person who has held the office of President, Vice-President or Treasurer for one full term, shall be eligible for re-election to any of these offices for a period of one year, or until the next annual convention following the expiration of his term of office.

Sec. 3. For the better realization of the aims of the Association, the members shall be divided into eight Groups, as nearly as possible according to geographical location.

Sec. 4. The administration of the Association shall be vested in a Council to be known as the Council

of Administration, composed of the Chairman of each Group and three members at large, who shall be elected at the annual meeting of the Association. At the first meeting after the adoption of this Constitution, three members at large shall be elected, one to serve one year, one to serve two years and one to serve three years; thereafter one member shall be elected at each annual meeting to serve for three years. The President and Vice-President shall be ex-officio members of the Council of Administration, and the President shall act as its Chairman during his term of office.

Sec. 5. Any seven members of the Council of Administration shall constitute a quorum for the transaction of business.

Sec. 6. The Council of Administration shall have control of the business during the recess of the Association. They shall have power to fill vacancies in the offices of the Association. They shall arrange for holding the annual convention and other meetings, arrange subjects for discussion, provide speakers and carry out resolutions passed. They shall meet on the evening before the first day of the annual meeting, at which time they shall pass upon the accounts of the Association.

They shall submit at each annual meeting a report of their official acts, and recommend to the Association such action as they may deem proper.

The Council shall hold at least two meetings each year, and a majority of the members of the Council or the Chairman may call special meetings upon written notice of at least one week through the Secretary to each member.

Sec. 7. The expense of the Council of Administration of the Association in carrying out the business to be done by them shall be provided for by the annual dues of the members of the Association; provided, however, that the Council of Administration shall have no authority to incur or contract on behalf of this Association any liability whatever beyond the annual dues hereby authorized, or moneys especially collected, and then only for the purpose designated.

Article III.

Section 1. It shall be the duty of the President to preside at the meetings of the Association and Council of Administration; and to name members of all special and standing committees.

Sec. 2. It shall be the duty of the Vice-President to preside at the meetings of the Association in the absence of the President.

Sec. 3. The Secretary shall make and have charge of the records of the Association, and attend to such correspondence as shall be necessary, and shall have charge of the records of the Council of Administration. The correspondence and records of all committees shall, at the end of the service of each committee, be turned over by it to the Secretary. Such records shall be the property of the Association, and shall be subject at all times to the order of the Council of Administration. He shall collect the annual dues and turn them over to the Treasurer. He shall prepare a complete statement of his financial transactions at least five days before the annual meeting of the Association, and present it with all books and vouchers to the Auditing Committee herein provided for.

Sec. 4. The Treasurer shall have the custody of all funds and securities of the Association, and shall pay the liabilities of the Association upon vouchers signed by the President and Secretary. He shall submit to the Council at the close of each year an annual report showing all receipts and disbursements, together with all vouchers and books for audit prior to the annual meeting of the Association as herein provided.

Sec. 5. The Secretary and Treasurer shall each give to the Indiana Bankers Association a surety bond, satisfactory in amount and form to the Council of Administration, the expense of such bond to be borne by the Association.

Sec. 6. All books of the Association shall be closed five days prior to the annual meeting of the Association. At least five days prior to the annual meeting of the Association, the President shall appoint a committee of three to audit the accounts of the Association since the last annual meeting. The Secretary, Treasurer and other officers and committees having the collection and disbursement of moneys belonging to or in control of the Association shall turn over to this committee all books, vouchers, receipts and papers, and the committee shall make careful and complete examination of and audit said accounts, receipts and disbursements and make report to the annual meeting.

Article IV.

Section 1. A fund to be known as the "Protective Fund" is hereby created by this Association, to be expended as hereinafter provided, for the purpose of protecting members of the Indiana Bankers Association against loss from the passing of raised checks, forgeries, and the securing of money under false pretenses.

Sec. 2. This fund shall be raised and maintained in the following manner: Out of the treasury there shall be set aside to the credit of this fund all balances other than the General Fund now in the hands of the Treasurer, and balance due and uncollected as heretofore authorized by the Council.

For the fiscal year ending September 1, 1925, and thereafter, 40 per cent. of the annual dues shall be placed to the credit of this fund (Protective Fund). Any revenue derived from other sources than the annual dues or assessments levied for specific purposes shall be placed to the credit of the Protective Fund.

Sec. 3. The disposition and control of this fund shall be placed in the hands of a Protective Committee, composed of three members, who shall be appointed annually by the President, whose names shall be made public. This committee shall, at the annual meeting of this Association, through the Secretary, render a detailed report of its receipts and disbursements during the year.

Article V.

Section 1. The annual dues to the Association shall become due and payable on or before September 1st of each year, which date shall be the commencement of the fiscal year of the Association.

Article VI.

Section 1. This Constitution may be altered or amended at any annual meeting of this Association by a vote of two-thirds of those present, notice of the proposed amendments having been first submitted to the Secretary at least ten days before the annual meeting, to be placed by him before the Council of Administration, whose duty it shall be to bring it before the convention under the regular order of business.

BY-LAWS.

Section 1. The annual dues of this Association shall be, for banks and trust companies having a capital, surplus and undivided profits of—

Less than	$26,000		$ 7.50
$ 26,000	and less than	$ 50,000	15.00
50,000	and less than	100,000	22.50
100,000	and less than	500,000	30.00
500,000	and less than	1,000,000	37.50
1,000,000	and over		52 50
For Bond Houses and Brokers			15.00
For Chapters, American Institute of Banking			15.00
For Associate Members			15.00

Sec. 2. Anyone failing to pay the annual dues within three months from the close of the fiscal year shall be considered as having withdrawn from membership, but may be reinstated upon application to the Secretary by paying dues for the current year, with the consent of the Council of Administration.

Sec. 3. It shall be the duty of each member of this Association to notify the Secretary of any fraud or crime practiced on any bank or banking firm that in his opinion will be of general interest, and the Secretary shall immediately notify each member of the Association.

Sec. 4. The membership display signs furnished the members of this Association shall be returned to the Secretary by all members failing to pay their dues.

Sec. 5. Any member desiring to withdraw from the Association must give notice in writing to the Chairman of the Group of which he is a member at least three months in advance.

Sec. 6. The Association shall be divided into eight Groups, consisting of members of the Association, geographically divided as follows:

No. 1—Adams, Allen, DeKalb, Fulton, Huntington, Kosciusko, Lagrange, Marshall, Noble, Steuben, Wells, Whitley. (12)

No. 2—Elkhart, Jasper, Lake, Laporte, Newton, Porter, Pulaski, Starke, St. Joseph. (9)

No. 3—Blackford, Carroll, Cass, Delaware, Grant, Howard, Jay, Madison, Miami, Randolph, Wabash. (11)

No. 4—Boone, Hamilton, Hancock, Hendricks, Johnson, Marion, Morgan, Tipton. (8)

No. 5—Benton, Clay, Clinton, Fountain, Montgomery, Parke, Putnam, Tippecanoe, Vermillion, Vigo, Warren, White. (12)

No. 6—Bartholomew, Dearborn, Decatur, Fayette, Franklin, Henry, Jefferson, Jennings, Ohio, Ripley, Rush, Shelby, Switzerland, Union, Wayne. (15)

No. 7—Brown, Clark, Crawford, Dubois, Floyd, Harrison, Jackson, Lawrence, Monroe, Orange, Perry, Scott, Washington. (13)

No. 8—Daviess, Gibson, Greene, Knox, Martin, Owen, Pike, Posey, Spencer, Sullivan, Vanderburgh, Warrick. (12)

Members of one Group may be transferred to another upon application to the Chairman of the Group to which they belong and the approval of the Chairman of the Group to which they desire to be transferred, provided that no bank shall have membership in more than one Group. Notice of such transfer shall be filed with the Secretary of the Association.

Sec. 7. Each Group shall hold at least one meeting each year not less than thirty days prior to the annual meeting of the Association, and may hold other meetings at such times as each Group may determine.

Each Group shall elect at its annual meeting a Chairman (who shall also be ex-officio a member and Chairman of the Executive Council), an Executive Committee consisting of five members, and a Secretary, who shall assume their respective offices immediately after the annual meeting of the Association next following their election.

Sec. 8. The Executive Committee of each Group shall, previous to the annual convention of each year, appoint a representative from the Group to act as a member of the Nominating Committee to nominate officers of the Association for the ensuing year. No member of the Council of Administration shall be a member of such Nominating Committee. The President of the Association shall appoint one additional member and shall call the committee together at the first session of the annual convention. The report of the Nominating Committee shall be the first order of business at the beginning of the second day's session. After the Nominating Committee has reported, any member shall have the right to make further nominations from the floor of the convention.

EVANS WOOLLEN
President Fletcher Savings & Trust Co., Indianapolis

Sec. 9. Each Group may adopt its own By-Laws, if not in conflict with the Constitution and By-Laws of this Association.

Sec. 10. The Secretary of each Group shall furnish the Secretary of the Association with a report of each meeting held by his Group.

Sec. 11. At all meetings of this Association the following order of business shall be observed:

1. Opening of the convention as provided on the program.
2. Reading of the minutes of the preceding meeting.
3. Report of the President.
4. Report of the Secretary.
5. Report of the Treasurer.
6. Report of the Council of Administration.
7. Nomination and election of officers.
8. Appointment of special committees.
9. Report of standing committees.
10. Report of special committees.
11. Unfinished business.
12. New business.

Sec. 12. These By-Laws may be altered or amended at any annual meeting by a vote of two-thirds of the members present, or by a like vote at any special meeting called for that purpose.

Sec. 13. "The Hoosier Banker" is hereby designated as the official publication of this Association. It shall be issued monthly under the direction of the Secretary, the subscription price of which shall be 50 cents per annum, to be discharged from the annual dues of each member.

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Officially Representing

INDIANA BANKERS ASSOCIATION

INDIANAPOLIS, INDIANA.

F. M. McDANIEL, Editor M. S. DENNIS, Business Manager
310 Odd Fellow Bldg.

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OFFICERS

Indiana Bankers Association for 1924-1925

J. V. CARPENTER.....President
Brazil Trust Company, Brazil

R. C. STEPHENSON.....Vice-President
St. Joseph Loan & Trust Co., South Bend

G. F. PATTERSON.....Treasurer
Indiana National Bank, Indianapolis

F. M. McDANIEL.....Secretary
310 Odd Fellow B'dg., Indianapolis

JONES, HAMMOND, BUSCHMANN & BOYD.....Counsel
308 Odd Fellow Bldg., Indianapolis

H. C. WEBSTER.....Supt. Protective Dept.
814 Hume-Mansur Bldg., Indianapolis

A. G. BROWN.....Chairman Protective Committee
First National Bank, Greencastle

COUNCIL OF ADMINISTRATION

K. A. OESTERLE.....Muncie
C. D. BILLINGS.....Seymour
C. S. KITTERMAN.....Cambridge City
A. M. JACOBS.....Kendallville
C. E. ARNT.....Michigan City
E. E. BLACKBURN.....Marion
A. F. SINGLETON.....Indianapolis
A. G. BROWN.....Greencastle
C. F. GAUSMANN.....Dillsboro
C. C. JOHNSON.....Paoli
F. L. STEELMAN.....New Harmony

GROUP OFFICERS FOR 1924-1925

Group One

A. M. JACOBS, Chairman.....Kendallville
AMOS RICHEY, Secretary.....Fort Wayne

Group Two

C. E. ARNT, Chairman.....Michigan City
F. E. BRYANT, Secretary.....Rochester

Group Three

E. E. BLACKBURN, Chairman.....Marion
F. B. BERNARD, Secretary.....Muncie

Group Four

A. F. SINGLETON, Chairman.....Indianapolis
S. S. WALTON, Secretary.....Atlanta

Group Five

A. G. BROWN, Chairman.....Greencastle
O. S. CLARK, Secretary.....Attica

Group Six

C. F. GAUSMANN, Chairman.....Dillsboro
W. W. BONNER, Secretary.....Greensburg

Group Seven

C. C. JOHNSON, Chairman.....Paoli
H. C. McCOUN, Secretary.....Medora

Group Eight

F. L. STEELMAN, Chairman.....New Harmony
L. J. KIXMILLER, Secretary.....Carlisle

Indiana Officers of the American Bankers Association

Members Executive Council from Indiana

F. D. STALNAKER, Indianapolis, One Year
M. S. SONNTAG, Evansville, Two Years
E. H. MILLER, South Bend, Three Years

Vice-President for Indiana—A. B. A.
CHAS. H. BUESHING, Lincoln National Bank.....Fort Wayne

Vice-President for Indiana—National Bank Division
WALTER W. BONNER, Third National Bank.....Greensburg

Vice-President for Indiana—State Bank Division
E. L. MORGAN, Chesterton State Bank.....Chesterton

Vice-President for Indiana—Trust Company Division
C. OLIVER HOLMES, South Side Trust & Sav. Bank.....Gary

Vice-President for Indiana—Savings Bank Division
L. L. LEGLER, Peoples Savings Bank.....Evansville

Member Nominating Committee—Chicago Convention
C. S. KITTERMAN, First National Bank.....Cambridge City

Alternate Member Nominating Committee
K. M. ANDREW, LaPorte Loan & Trust Company.....LaPorte

The Protection of Member Banks is conceded to be one of the most important duties of the Indiana Bankers Association. The crime wave against Indiana banks must be materially reduced, and as soon as possible, or we may expect during the coming winter months additional financial losses as well as loss of lives of our bankers, and increased insurance rates.

Bank bandits are murderers at heart—they must be driven out of Indiana. To do this your Association is obliged to keep our Protective forces busy and on the job, day after day, week after week, and month after month. The gangs of bank bandits must be relentlessly pursued, apprehended and sentenced for long years behind prison bars.

The fact that thirty-four criminals were sent to prison for defrauding member banks in Indiana last year is gratifying.

The bankers of Indiana in convention assembled, September 11-12, voted to continue the splendid work of the Protective Department, which necessitated an increase in dues. This was thought to be more desirable by the majority of members than a call for contributions.

Accordingly the By-Laws of our Association were amended by the State Convention calling for increased dues, which By-Laws specifically state that the total INCREASE in dues shall go into the PROTECTIVE FUND for the benefit of member banks.

We confidently hope to give members of the Indiana Bankers Association better service and better protection than has before been possible on account of the lack of funds.

The call for dues has gone out to our membership. Your prompt remittance will be appreciated by the Officers and Council of Administration.

My political education strongly inclines me against a very free use of any of the means by the executive to control the legislation of the country. As a rule I think it better that Congress should originate as well as perfect its measures without external bias.—Abraham Lincoln.

FLASHES FROM WASHINGTON

By Everett C. Watkins.

Will there be a continuation of the present national administration or a change of Presidents and policies?

Will the vote on November 4 decide the presidential question or will there be a deadlock in the electoral college that will have to go to Congress for decision?

These questions are being debated by business men, bankers, manufacturers and economists as the time approaches for the American men and women of voting age to go to the polls.

The presidential election hinges largely on the strength or weakness of the Wheeler-LaFollette radical ticket, a mischievous combination. There is no thought that the radical ticket can win, but what disturbs business men and all persons who desire sound and stabilized government is that the LaFollette vote may muss up things sufficiently to prevent a decision at the polls.

For the presidential question to be thrown into Congress, with the matter dragging until March 4th or later, would lead to such uncertainty that the business world shudders at the thought. Such a deadlock does not appear to be a probability, but it is easily a possibility.

While all radicals, led by the socialist party, have united on LaFollette, conservatives are divided between the Coolidge-Dawes ticket and the Davis-Bryan ticket. In this division of conservatives lies the danger of the deadlock sought by LaFollette and his crew of mischief makers.

Business men too often do not give sufficient attention to politics, but they are alert this time to the importance of the decision to be made at the polls, and are participating in the campaign to a greater extent than before.

"I never was so interested in a presidential election as I am this time," was the frank expression of an Indiana banker visiting Washington. "I hope that all business men awaken to the importance of the present campaign. Every business man should be a worker at the polls on November 4th. And they should remember, too, that the congressional elections are quite as important as the presidential matter."

Andrew Mellon, Secretary of the Treasury, a man who looks at economic questions through business rather than political eyes, has returned from a two months' visit in Europe, with a prediction that business both here and abroad is ready to move forward, and in the right direction. Comparing present conditions with those of two months ago, he said he was able to note an important improvement, especially in the basic steel industry. He looks for a slow, steady revival here and abroad, based on acceptance of the reparation program. This improvement in general trade, Mr. Mellon believes, will have its beginning in Europe. Improvement there will be slow but sustained, and reaction here to foreign economic factors will keep pace with the improvement abroad, rather than forge ahead.

Already there is an optimistic feeling in banking circles about business improvement. Some concrete evidence of an actual revival already is at hand. Foreign trade is picking up. Farmers' products are going abroad in increased volume. Conservative business men do not look for a sudden boom, but rather for a gradual gain—an upward swing that will be moderate, but steady. An election result that will remove uncertainty about future government policies undoubtedly will give impetus to the forward movement. The only election result that can happen to shake confidence would be a failure for the November 4th vote to decide the presidential question. Hope is expressed that the people will make certain that no deadlock will result from the LaFollette ticket being in the field.

The Indiana State Bankers Association, at its recent annual meeting, declared for certain legislation, state and national. But its resolutions will mean nothing unless the bankers interest themselves in the congressional and legislative elections. The time to learn how congressional and legislative candidates of the two major parties stand is in advance of the election. Bankers throughout the country favored the Mellon plan—taxation reform along with reduced taxes—but a majority of the congressional members failed to respond. There will eventually be more tax reduction, but when that time comes there will again be a lack of tax reform unless bankers and business men generally give more attention to the election of congressmen who think more about economics and less about politics. When business men make themselves more of a power in politics, then members of Congress will be quicker to accept their views on governmental questions.

MRS. ROBT. J. SPENCER
Grant Trust & Savings Company, Marion

LEGAL DEPARTMENT

Conducted by JONES, HAMMOND, BUSCHMANN & BOYD

NOTES PROVIDING FOR CONFESSION OF JUDGMENT AGAINST PUBLIC POLICY.

Egley, an Indiana citizen, gave a note payable in Illinois, providing for confession of judgment without service of process, to an Illinois corporation. The note was filled out, dated, headed Hanagan, Ill., and mailed to Egley, who signed and mailed same in Indiana. Judgment was obtained in Illinois without service of process and suit brought against Egley in Indiana on the judgment. Under Illinois law, confession of judgment in this manner was legal by statute but was contrary to the public policy of Indiana. The lower court held that the law of the place of performance governed, which was Illinois, and that it was not against our public policy to enforce a judgment valid in the state where obtained, even though the enforcement of such a power in a note payable in this state would be against our public policy. This was affirmed by the Appellate Court in Egley v. Bennett & Co. (Ind.), 139 N. E. 385. This case was then transferred to the Supreme Court of Indiana. Held, the judgment obtained in Illinois without service of process on or voluntary appearance by maker cannot be enforced by suit on the judgment in Indiana for lack of jurisdiction, and the judgment should be reversed, two judges dissenting. Egley v. Bennett & Co. (Ind.), 144 N. E. 533.

There was no question that a judgment on such a note executed and payable in Illinois was valid in Illinois by reason of the statute. Moreover, our courts have decided that the enforcement of such a power in a note payable in this state would be against our public policy. Irose v. Balla, 181 Ind. 491; Bible v. Voris, 141 Ind. 569. Likewise it is well settled that in case of commercial paper the law of the place of performance governs, the place of performance being the place of payment. But our courts will not allow an evasion of laws and public policy of this state by making the place of performance in some other state, where performance is legal or where no public policy was invaded. Gerrigue v. Keller, 164 Ind. 676. It would seem that the decision was reversed on the theory that the note was executed in Indiana and that there was an attempt to evade our laws. However, the payee of the note was an Illinois corporation with its principal office in Illinois, where performance or payment was to be made. It would seem therefore that such acts would not evidence an attempt to evade our laws and that the judgment was valid in Illinois, and should have been recognized by our courts under the full faith and credit clause of the Federal Constitution. Since the rule is that the law of the place of payment governs, the fact that it was executed in Indiana would seem immaterial. However, the law is now settled that notes executed in Indiana with provisions for confession of judgment without service of process will not be enforced in our courts, no matter where payable. The question as to the enforceability of such notes, where executed and to be performed in a state permitting such notes, was not decided, however. See Vol. VIII, No. 8, page 16, The Hoosier Banker, where the decision of the Appellate Court was discussed.

RECENT DECISIONS.

Bailee Bank Must Exercise Same Care Prudent and Diligent Banker Would Give His Own Property.

Defendant bank had a steel fireproof vault within which it maintained a burglar-proof safe. The vault was not nor was it represented to be burglar-proof, but was merely claimed to be fireproof. There was some evidence that the bank solicited the deposit by plaintiff of some War Savings Stamps which the bank represented would be kept in a fireproof and burglar-proof safe. Not having room in the safe, the stamps were kept outside the safe, but within the vault, together with some property of the bank, and were stolen when the vault was broken into. A large amount of the bank's property in the safe was secure, however. Held, the jury was warranted in finding the bank had not exercised reasonable diligence. The Court laid down the rule that banks soliciting and accepting valuables for safe-keeping must exercise the same degree of care that a prudent and diligent banker would give his own property of like value and importance. Hill v. Ansted National Bank (W. Va.), 123 S. E. 417.

The bank in the above case tried to escape liability on the ground that it had left some of its own property in the vault outside of the steel safe, but the Court rejected this argument, saying that the fact that it exercised the same degree of care over the customer's property as it gave to its own goods of a similar character was merely prima facie evidence of diligence and open to rebuttal by proof that the banker was negligent in the care of its own property. In other words, the bank could not escape liability for its negligence by showing that it was also negligent in keeping its own property, but must exercise the same degree of care that a prudent and diligent banker would give his own property of like value and importance.

The case is quite similar to the case of Kubli v. First National Bank (Ia.), 186 N. W. 421, which was fully discussed in Volume VII, No. 4, page 14, of The Hoosier Banker, and in which case the bank was also held liable.

PITTSBORO BANKER KILLED.

Edward W. Sawyer, age 70 years, President of the Pittsboro Bank, and his wife, age 68 years, were almost instantly killed when an east-bound Crawfordsville traction car crashed into their automobile at Rank's substation, seven miles west of Indianapolis, Tuesday morning. They had been on a 3,000-mile motor trip, visiting in Massachusetts, their former home, and were returning to Pittsboro when killed.

PROTECTIVE DEPARTMENT

H. C. Webster, Superintendent.
Protective Committee—A. G. Brown, Greencastle, Chairman; R. A. Morris, Fairmount; C. D. Billings, Seymour.

NORTHERN INDIANA BANK HELD UP—ONE BANDIT CAPTURED, MONEY RECOVERED.

On Saturday, September 20, 1924, the Farmers State Bank, North Webster, Ind., was robbed of $500. One bandit was captured within a short time and the money recovered. His accomplice is still at large. A detective from the Indiana Bankers Association was in the locality at the time of the robbery, and with the local authorities obtained the following statement from the bandit who was caught a few miles from North Webster.

Statement of Walter Grout, September 20, 1924, at Kosciusko county jail, Warsaw, Ind.:

I Walter Grout, the undersigned, being duly sworn upon his oath, makes the following statement of his own free will and without any promises of immunity. That upon the 20th day of September, 1924, I arrived from Detroit, Michigan, in company with ————————, having left Detroit last Tuesday noon, September 16th. That we made various towns in Michigan and landed at Webster today in a Chevrolet touring car, arriving about noon at the town of North Webster, Indiana. We parked the car just north of the town at the end of the pavement. We came in town from the north and turned the car around and headed back north with the object in view to make a quick get-away from town. It was agreed that ———————— would stay in the car and I was to go to the bank in North Webster to rob it. I took with me a black grip which had two handles on it. That in said grip there was a piece of galvanized pipe about 15 inches in length and is known as ¾-inch pipe. This pipe was handed to me by ———————— just as I was leaving the car to go to the bank, with the following statement: "Take it along—you might need it." I took the grip with me, so that I could conceal the money much easier and carry it from the bank. I walked from the car to the bank on the opposite side of the street from where the bank is located. I saw the banker leave the bank by the front door. I crossed the street and went to the front door and found it to be unlocked and ajar. I pushed the door open and entered the bank. I walked to the east end of the counter and entered the enclosure. I went into the vault room where the safe was located. I reached into the safe and took out one bundle of money and did not know how much there was. I put this money in my grip and left the bank by the side door, which I had to unlock. While I was in the bank I had in my pocket one German lugger automatic pistol of 25 calibre, which was loaded. When I left the bank and started across the street I heard some people yell, "Get him!" Then I ran toward the lake, and while I was running I threw the grip and money away. I threw the money because I did not want to be caught with the money on my person.

The man whom I know as ———————— and who was with me in North Webster today to rob the bank lives at ————————, ————. It was arranged between us that if we got separated that we would meet in Elkhart at the Michigan Central railroad station.

(Signed) WALTER GROUT.

Mr. Webster expects to locate the other bandit shortly.

IS SUSPECTED OF BANK ROBBERY.

After trailing Lawrence Hurd, twenty-nine years old, of Barbersville, Ky., through three States for five months, and after officers once surrounded the house in which he was secreted, only to be driven off by armed members of his Kentucky family, H. C. Webster, Superintendent of the Protective Department of the Indiana Bankers Association, arrested Hurd yesterday morning at Ashland, Ky., charging him with having been implicated in the holdup of the Charlottesville Citizens State Bank, April 16th, in which $2,060 was obtained by three men, and he is now in the Hancock county jail. According to Mr. Webster, evidence has been obtained implicating Hurd in the robbery of the Acton State Bank a few weeks ago, when about $400 was taken by three robbers.

Hurd was implicated in the Charlottesville holdup by Martin McHargue, who pleaded guilty to having assisted in the robbery, and who was sentenced by Judge Jonas P. Walker, June 15, 1924, to from ten to twenty-five years in the State Reformatory at Pendleton. Hurd is in the Hancock county jail at Greenfield awaiting trial.

This is one more bank robber captured by the Protective Department of the Indiana Bankers Association.

RESUME OF THE PROTECTIVE DEPARTMENT

During the year ending September 1, 1924, a total of 65 cases had been reported and investigated by H. C. Webster, Superintendent Protective Department of the Indiana Bankers Association. These included 41 forgeries and fraudulent check cases; 12 burglaries; 9 daylight holdups; 2 malicious rumors; and 1 sneak theft. There were 57 arrests made; 34 convictions; 12 in jail awaiting trial; 5 out under bond awaiting trial, and 22 cases still under investigation.

WARN YOUR DOCTORS, DENTISTS, HOSPITALS.

A man has been victimizing doctors, dentists and hospitals in Indiana and Ohio. He has x-rays made, which cost about $5.00, and in payment for same he tenders a $35.00 or a $50.00 bogus check, takes the balance in cash and away he goes. His last checks in Indiana were drawn on the Delaware County National Bank, Muncie, Ind. He used the name of Willis J. Morrow, payable to George P. Morrow. He may use other names.

This man wears a Shriner's pin and knows the Masonic work well; appears to weigh about 220 pounds; about 48 or 50 years of age; looks as if he had lived much of his life in the open. Dresses fairly well; has a scar on his hand which he has ex-rayed to see if there are any pieces of steel remaining in the hand. Or he may have his teeth or tonsils x-rayed.

Leroy Chatman, alias David Scott, and Troyt B. York, alias Glen Payne, were recently arrested at Paris, Ill., returned to Vermillion county and bound over to the grand jury. They await trial at Rockport.

F. D. Conyers, Assistant Cashier of the Merchants National Bank, Muncie, sends in the following warning for the benefit of member banks:

"We have this day received a number of forged checks signed, 'Hoosier State Nursery Co., by E. C. Allen, Treas.' The checks are drawn on the Merchants National Bank's counter checks and signed with a rubber stamp. They were payable to S. A. Barfoot in amounts ranging from $4.65 to $4.85, numbered 27521 to 76214, and some carry the serial letter 'B,' but this serial letter does not appear on all the checks. The checks which we have before us this morning were cashed in Alexandria, Va., and Washington, D. C., and on one check for $4.85 appears the indorsement of S. A. Barfoot, Box 27, Alexandria, Va."

A clever woman forger who had victimized a member bank at Bloomington, Ind., was apprehended and arrested by H. C. Webster, Superintendent of the Protective Department, Indiana Bankers Association, and returned last week to Bloomington for trial.

DRAWS ON DAYTON, OHIO, BANK.

A man claiming to be C. J. Clifton is issuing bogus checks in Indiana, drawn on the City Trust and Savings Bank, Dayton, Ohio, purporting to be signed "Acme Belting Company, W. Hersch, Manager." His checks are no good. Do not accommodate Clifton by paying out your good money for a piece of fraudulent paper.

PAYMENT STOPPED

In a Ford stolen in Indianapolis September 23 was a wallet containing a draft on the Chemical National Bank, New York, drawn by the Phoenix Indemnity Company of New York, signed THEO. L. LOCKE, No. 10191, blank amount. Payment on this draft has been stopped. Look-out!

INDIANA CASHIER, HUNTED THREE YEARS, SURRENDERS.

Asserting that he had suffered "the tortures of hell" in his efforts to evade arrest in the last three years, Alfonse Schaerer, age thirty-four, formerly Cashier of the Citizens National Bank, at Tell City, who is charged in a federal grand jury indictment with having absconded with nearly $30,000 of the bank's money in September, 1921, has surrendered to Linus T. Meredith, United States marshal, and taken to the Marion county jail.

WARNING TO BANKS.

The larger points in Nebraska have been visited within the last week by a woman swindler—a professional.

All the checks she presented, drawn on points elsewhere, were for $50.00 each.

She used here the name Mary Reid, and the checks were signed George W. Reid, supposed to be her husband.

She tells the story that she gets a check for that amount from her husband once a month.

Talks about having a balance of something like $4,000 in a bank in some other town, which she will probably move to the bank being interviewed.

She is always glib about giving an address at which she expects to reside.

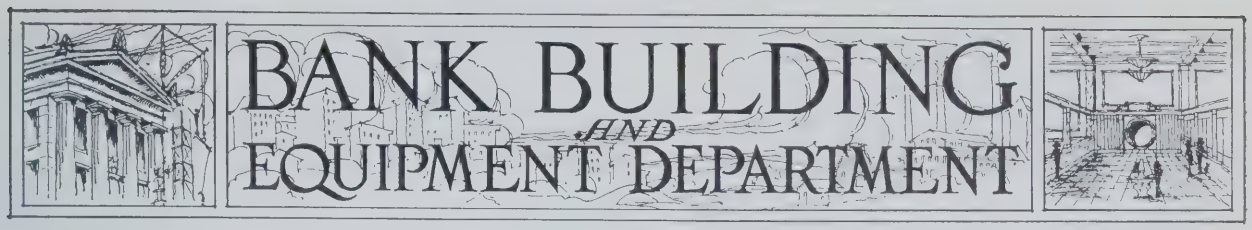
She is around forty-five years old; about 5 feet 5 inches tall; motherly looking; real pleasant in her conversation; about 140 pounds; dark hair; rather round face; neatly dressed, but not elaborate or fancy.

If she approaches you, be sure to have her followed by someone, while someone else calls the police.

By E. N. Baty.

Losses from bogus certified checks are growing in number and volume. It may yet be necessary to completely forget the preference which has long been given certified checks; at least it should at once become a universal rule that certified checks presented by strangers or new customers must be collected before one penny is paid out on them. Will you adopt such a rule for your bank? It may be difficult to enforce, and some business may escape you, but the losses which such a rule would prevent will more than amply repay you. A Chicago bank lost $500 only last week by cashing a perfectly executed, but fraudulent, certification, using the name of a large Loop bank as the certifier. —The Chicago Banker.

Secretaries of State Bankers Associations are interested in a plan which will come up at the American Bankers Association convention conference which pretends to make a manganese safe door immune to the acetylene torch.



VAULT DIVISIONS

By Wm. C. McGuire, Indianapolis.

THE preceding article introduced the statement that a common practice of banks, until a comparatively recent period, and one both expensive and inconvenient, was to combine the keeping of their own securities, customers' boxes, books and general documents in one vault, and that the tendency now is to not only provide separate compartments for these valuables, but to build larger and better vaults in order that the same may be more convenient of access for the bank staff and customers alike, and further, to avoid the necessity of going to the expense and trouble of relocating and rebuilding vault structures which were much too small at the outset.

It may be safely assumed that the ideal arrangement of security vaults in general would be to have two separate compartments embraced within one masonry structure of this character and with two security doors, the one compartment devoted to the bank's own securities, cash and private documents of great value, and the other for the housing of the customers' deposit boxes, which layout gives a greater measure of safety and a great deal more convenience and privacy.

This arrangement, of course, is somewhat more expensive, due to the fact that it necessitates the purchase of two burglar-proof doors (emergency door may usually be arranged to serve both compartments); but if the appropriation can be made sufficient to cover the cost, the very great advantage will be readily manifest, and over a long period of use will be found to more than overbalance the extra cost.

Another desirable feature of separate layouts of this nature is that usually it will be found, in planning the banking floor, that a more logical and convenient relation of the working and departmental spaces to the security vaults can be maintained and ease and rapidity of traffic provided for in the initial plan.

By the same process of reasoning for the separation of the security vault compartments suggested above we arrive at the further conclusion that the proper location and erection of separate book vaults will make possible a still better and more convenient plan arrangement of the entire floor; permits the easy opening of these vaults for "after hour" work on the books; relieves the security vault, or vaults, of the congestion caused by general filing and traffic for access to same, and entails little added initial cost, as this type of vault may be erected in a very inexpensive manner and has the added advantage, for this reason, that they may be demolished and relocated, as occasion demands, in another portion of the plant, where they may best serve new and unforeseen requirements.

(The next article will appear in the November issue.)

MR. MARSHALL'S ADDRESS.

(Continued from page 20.)

drawn five hundred dollars, and I immediately send them a check for a thousand dollars on the Yazoo Bank. Well, I am all right, then. About the time that check gets down to Yazoo City, I get word from them that I am overdrawn a thousand dollars in the Yazoo Bank. I immediately give them a check on the Riggs Bank, here in Washington, for fifteen hundred dollars, and I get word that I am all right. Now, any attempt on the part of John Skelton Williams to change that method of my banking, I am agin!" (Laughter and applause.)

I can say to you that there were two Senators who were not in favor of the John Sharp Williams method of banking.

Now, I don't know what you gentlemen think of the question of overdrafts, but I think it is an exceedingly serious thing.

Then I had an unfortunate who fell into my hands, and I found that his misfortunes arose from loaning to relatives. Now, my advice is that when you have a relative who needs anything, give it to him (laughter)—give it to him—don't loan it to him.

It was in this case that I found out about the inefficiency of the so-called bank examiner.

Some of you gentlemen are traveling along in my time of life, and you may have attended, as I did, years ago, the Weber-Fields Minstrels. You will remember that Weber said to Fields, "I have made a hundred thousand dollars in sausages, and I don't know what to do with it." Fields said to Weber, "Why, put it in the bank." And Weber replied, "Well, but the banks bust, and I'll lose it." "Oh," he said, "put it in the national bank; they have bank examiners." "Oh," he said, "they do? Where do they get them?" And Weber said, "Well, they get them in the blind asylum." (Laughter.)

Now, I suppose you would be surprised if I told you that this particular man loaned his son a hundred and sixty thousand dollars without security; that the notes were renewed every sixty days, for five years; that there wasn't a dollar of interest ever paid on the

notes, to the bank, and that the bank examiner never knew it. I sat there for five weeks, trembling for fear the fool would drop onto it.

And, as one of my great legal triumphs in the defense of friends and relatives and homes, that fellow didn't go to the penitentiary!

Then, I think there is another misfortune in the banking business, and I had another brother in distress, by virtue thereof, and that is the making of loans to local enterprises.

I undertake to say that any city in Indiana that has paid anything for the purpose of getting local manufacturing establishments set up in their town, have lost more money than they have ever made.

I am a poor man, and when I came down to Indianapolis I destroyed ten thousand dollars in stock that I had contributed to local enterprises in my home town. A business industry that can't purchase its plant and run its business without being paid for it, or money loaned to it by the local community, is not worth having in the community. You may not like that, but that is the God's truth! (Laughter and applause.)

Then, there is another unfortunate fellow who gets into trouble in the banking business. He is what I call "the good fellow." He is usually as pompous as a man running for county coroner. He imagines that the world rests on his shoulders, and that the advancing of his dignity and his influence and his power in the community is not only a great thing for himself, but is a great thing for the community. He is the particular easy mark of the banking business of the land. When they can't get any money of anybody else, they just go to Tom and get it. A dangerous man! A very dangerous man! What you want for a bank Cashier is a graven image, gentlemen, who doesn't want to grow great at the expense of the depositors of your institution.

Now, I touch next upon a thing that I hesitate to speak about, but I have my convictions about it, gained from the experiences that I have had in this banking business.

I don't believe that any bank of discount and deposit ought ever to pay four per cent. interest on deposits. (Applause.)

Now, I want it when I can get it, and I take it when I can get it, but it isn't good business.

At the present time you are doing well if you get—keeping a safe reserve to meet the requirements of your bank, from day to day—if you get eighty or ninety per cent. of your money at six per cent. interest. You will be doing right well. And when you only have a margin of two per cent. on your deposits to run your bank and pay its expenses, you are sailing pretty close to the wind, in my humble judgment. More than that, it is provocative of unsafe investments. You have got to keep the money out—that is all there is to it—and you loan on notes to men who propose to buy automobiles, or flivvers, with the money—because you must keep your money out.

Now, I am not much of a believer, gentlemen, in the virtue of legislation. I have watched, for a great many years, this revival that has been going on in the Legislatures and the Congress of the United States—this method of making good and virtuous men and sober men, and honest men, by legislation. I have no faith in it at all. A man gets honest because he wants to be an honest man, not because the Legislature of Indiana tells him he should be an honest man. So I am not much for legislation.

But I believe that you ought either to compel the depositors in those banks of deposit and discount to put their money on fixed certificates, of six months or a year—if you are going to pay them four per cent.—and that upon any other moneys deposited you ought not pay more than three per cent. I think that is pretty high.

I think there is no use sitting around here listening to a lot of gabble by a lot of old cranks like myself, that don't get you anywhere. This ought to be a business meet—a meeting between honorable gentlemen, who desire that there shall be no more bank failures in Indiana, who want to keep their reputations, not only white and clean and true, but white and clean before the people of Indiana; and you ought to get together and in good faith you ought to stop the payment of this high interest on deposits that may be withdrawn at any time. (Applause.)

Now, I have another idea, too. I don't believe that any bank in Indiana ought to be permitted to receive deposits in excess of ten times the amount of its capital stock and surplus. That is what I believe. About a ten-to-one shot on you is about all I should be required to take. (Laughter and applause.)

And you ought to be compelled, if you want to take more deposits, and if they come to you legitimately, to increase your capital stock.

And now that the State is running the banking business—the State had nothing to do with it when I was Governor—ah, but I missed a great opportunity! (laughter)—but the State, through my good friend, Eben Wolcott, is running the banking business of Indiana now.

Now, this I say: There is no use having a Bank Commissioner, there is no use having a committee or a commission, or whatever they call it, over here—they have so many that I don't know the names of all of them, since I left there—there is no use having anything of that kind over there if fellows can come down and hammer around and say, "We want a bank; you are treating us unfairly, and election is coming on, and you better look out," and a lot more stuff like that.

If my theory has any foundation in fact, no new charter should be granted to another bank in Indiana, in any town therein, until every bank in that town has ten times, in the shape of deposits, its capital stock and surplus.

You know one of the difficulties of your banking business—and if you don't, I do, for I am suffering under it myself—oh, well, I have a thousand dollars work of bank stock and I will sell it to anybody here at par, who desires it—I paid sixteen hundred dollars for it, and I will take par for it now. And what am I suffering under? I am suffering under too many banks for the business that there is to do in the county where my stock is, and the State either ought to take its hands entirely off, and say, "Go to it, fellows; get into the penitentiary if you want to; I am not going to help you or hinder you." But if the State is going to run this thing it ought to stop the organization of banks, where there is no need of banks, in the State of Indiana. (Applause.)

And now I am going to make you mad, if I can. The most dangerous thing in the banking business of Indiana is the loose leaf individual ledger.

And I state that without fear of successful contradiction.

A man from my town went up to the penitentiary the other day. He stole three hundred and forty-seven thousand dollars by the loose leaf ledger system. He had complete duplicates of every private account in that bank, and he slipped them in and slipped them out when the blind inspector came around.

It entails some work on you gentlemen, I know, but you men who are responsible for these banks would sleep a good deal better if you knew that your ledgers were bound securely, and that no one can slip one sheet out and slip another one in, to your detriment, and to the detriment of your depositors.

Now, I was present—I did say that I had never met you before, but I remember that I was present at a meeting of the State Bankers Association when I was "His Excellency," the Governor of Indiana. I stayed, after welcoming you to Indianapolis, and begging of you to leave as much money as you possibly could here, to listen to the discussion, and I found that it was proceeding along the lines of an elastic currency, and there were all sorts of expressions about that proposition. Some felt maybe they could get it, and some felt may be they couldn't, and finally there was an old private banker, wearing a coonskin cap, away off in one end of the hall, who rose up and said, "Mr. President, let me tell you and everybody else, that if you want an elastic currency you will have to print her on injy rubber." (Laughter and applause.)

Now, I have lived to see his prophecy proven to be false, for I happened to be in the Senate of the United States when the Federal Reserve Act was under consideration, and finally passed.

I paid uninterrupted attention to everything that was said on that subject; I read all the documents that were introduced. You may wonder why an impecunious Indiana lawyer was so interested in the question. Well, it wasn't as a lawyer that I was interested in the question. It was as a Democratic politician that I was interested in it. I had reached the conclusion that the campaign of 1896 was fought upon a false issue; that sixteen to one had nothing to do with it; that it was not a currency question at all; that it was a banking question. I had reached that conclusion because I observed that every State that had good solvent banks, and where people did their business by paying with checks, went for McKinley, and every State where they had these uncertain banks, and where people carried their money around in their jeans, to pay their debts, went for Bryan.

So I watched that discussion pretty closely. It was the most interesting and illuminating discussion, gentlemen, that I have ever listened to in my life.

In passing I might venture to say this to you, that the bank deposits, credits, discounts, everything, were put in evidence, and I discovered that in that year (1913) every man and woman in the German Empire was paying a ten per cent. income tax—ten per cent., mind you!

When the bill was finally enacted I stepped out into the cloak-room, and I said, "Well, thank God for that bill. There is going to be a war in Europe, and we may be dragged into it, and we can finance a war with this bill, and we never could finance it otherwise."

They said to me, "Well, we thought you were a temperance man—when did you take to hootch? The peace of Europe is assured. Great powers will make it assured."

I said, "Gentlemen, unfortunately you have been in and out, but I have been here all the while. Here is an army of eight hundred thousand men, maintained by the German Emperor. Here is a ten per cent. income tax. Here is a socialism growing by leaps and bounds, in Germany. The German Emperor will have to defend that army and that income tax by making an assault upon somebody, and he will do it within five years."

The war came, as you know, on the first of August of the next year.

I am making this statement, gentlemen, that you may know I am a real prophet, whose prophecies sometimes come true; and maybe some of the other things that I have suggested may come true in the future.

All through that discussion there was the statement that in order to do good banking you must have fifteen per cent. gold reserve. Now, I heard that from everybody—everybody who made a speech on the subject, frankly admitted that under this Federal Reserve

JOHN A. RHUE
Vice-President Marion National Bank, Marion

System there must be some plan for a fifteen per cent. gold reserve.

After they had been saying that for about two months, and nobody told me why, one morning I called Senator Burton, of Ohio, who, I believe, knows more about the banking and currency of the world than any other man in America. I called him in and I said, "Senator, you people in there are talking about a fifteen per cent. gold reserve, in order to do banking. You all admit it, and you all say so. But why? He threw his head back and took a hearty chuckle, and said, "I have read every work that I know is written in English, French, or German, and Italian, on the subject of banking, and every one of them says we must have a fifteen per cent. gold reserve, and not one of them says why. It is one of those seeming axioms that the banker has plucked from the sky."

Well, we have this Federal Reserve System, and it has been, in my judgment, a good thing, and a bad thing. It enabled us to fight the war; it staved off a panic. It has also led to wild speculation, and I don't think, gentlemen, that you are rising to the dignity of the high and exalted position that you occupy, or should occupy in the community, if you permit men to execute notes for foolish things, and then go and discount them at the Federal Reserve Bank, in order to get currency to run your banks.

I have wanted that Federal Reserve Act changed, but I never got anything I wanted.

I am sorry that all the Vice-Presidents, except myself, are dead, because I would like to talk to some of them and find out if there was ever one that got anything that he wanted. (Laughter and applause.)

I desired this Federal Reserve Act changed, so that you could get currency when you needed it, by re-discounts at six per cent., for the legitimate business

of the country. And I desired a provision that when the money was to be used to gamble in stocks and bonds and Teapot Domes, the Government should have twenty or twenty-five per cent. from that class of paper before issuing the currency.

Now, just one further word, because I am trespassing upon the time of a gentleman who has something to say. That reminds me of a campaign that I was in. They pulled me off of one train with the statement that I could catch the next, and took me up to a hall about the size of this, where all the windows were closed, as they are now, and the chairman of the meeting arose and started to say something, and they knew that I only had an hour in town, and the crowd began to yell, "Marshall," and the chairman lifted his voice a little higher, and the crowd kept on yelling "Marshall." What the chairman really wanted was to have the windows lowered, and finally he got his voice up to a pitch which rose above the din, and he said, "Ladies and gentlemen, I don't want to make a speech. Marshall is going to make the speech. I just want to say something." (Laughter and applause.)

Now, there is a gentleman here who is going to say something to you shortly, but may I ask your respectful consideration of one other question that you are not going to solve here, nor tomorrow, nor next week, nor next year, but it is a solution that must come sooner or later in America.

You have solved the question of your injy rubber currency. Most of you were against it. That is the reason why I think I am wrong, most of the time, because I am against most things. You were against it, but you are satisfied with it now.

But there is another thing that will complement that act, and will make a better financial system, if it can be accomplished, and I see no reason why the wisdom of you men may not accomplish it—and that is the standardization of the American dollar—to standardize it so that from year to year I can get for it the same amount of the necessities of life.

You have standardized everything else. There was a time when the yard was a gird. In other words, they measured goods by the distance around the chieftain's belt—the gird. My, wouldn't a manufacturer have made money who sold goods on Taft's gird, and filled the order on Wilson's gird! (Laughter.)

You have made the yard so that it is three feet everywhere. You have standardized your pound, your bushel, your quart—you have standardized everything except the most important thing that enters into the trade of America—the dollar.

And I think that can be done. Now, I don't want you to ask me how, because I must leave some time to my friend here. But I am satisfied, from all I read upon the subject, that there are ways in which, at least, the fluctuation of the dollar may be very largely reduced, for it is not what I get that counts so much with me—it is what I can get with what I get, that counts with me.

I beg your thoughtful consideration, your reading of all the articles upon the subject, and your thoughtful attention to this great question.

And now, gentlemen, I have reached the time of life in which I have a right to do a little preaching. This is a new age in the history of the world. Nobody wants you not to get on in the world. Nobody wants you not to make a success of your business; but if you love this dear land of ours, if you hope for the preservation of the institutions in which she has grown great, if it is your desire that it shall not go down under the rule of the socialist and the communist, that it shall be a land of settled government and just renown, I call upon you to not think yourselves absolutely and unqualifiedly owners of everything you have. Be, rather, trustees under God, for the building up of the brotherhood, for the stability of the Republic, for the onward coming of the hour of peace. (Applause.)

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H. E. OTTE, President

COUNTRY BANK DEPT.
Fred A. Crandall, Vice-President

BOND DEPARTMENT
J. B. Christerson, Manager

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COMMUNITY MEASURES BANKER BY YARD-STICK OF SERVICE

Man Behind Counter in Custody of Finances Forms Hub Around Which Wheel of Business and Industry Revolves.

By Bert Henley, Financial Editor, Indianapolis Star.

With the growing complexity of business and industrial conditions, the work of the average banker in every community is becoming more and more to be regarded in terms of service—service of a constructive nature for the general good of all, and the attitude of the banker to his fellows and the attitude of the average layman to the banker has had a right-about face within the last few years.

Time was when in many communities the banker was generally looked upon as a cold, frigidly cold and calculating individual, seemingly holding himself aloof in the evident fear of making new acquaintances in a banking way. "Conservative" was the word used in a descriptive sense, but the word was mild. Some looked upon the community banker as actually cold blooded, with conscience only as it involved his duties to the bank, stockholders and depositors.

The several years of the transition has revealed that the cold, forbidding countenance of the old-time banker was only a mask, to hold aloof persons lacking in character and to keep at bay individuals who were destructionists instead of constructionists. Once the veil of supposed coldness was lifted, there stood revealed to all just a common, full grown man, whose worth to the community could only be measured by the great amount of service rendered day after day and year after year—a man with all the hopes and fears of the ordinary mortal—an individual whose life and talents were trained for a certain and necessary service, one who was always to be found on the constructive side of the picture.

Conservative? Yes! For the banker of this day and age is not content to stand still. He visualizes the opportunities and the possibilities of tomorrow, the next day and the following years. Big hearted and emotional? Yes, just to the same extent that all of us are more or less generous and emotional. The banker is no more and no less the cold-hearted fellow and conservative than his neighbor Jones, or his clergyman. The strain of humanity runs as strong on the other side of the counter of the banking house as it does on our own side.

Reads Character.

The banker becomes through the nature of the service he gives a sort of a safety vault for the problems and perplexities of the entire community. The town or city has a chance of obtaining a large and going industry that will bring more residents and larger business to the community. Will the banker subscribe to a fund to obtain the site? Of course, the banker being a natural booster for his home town, contributes from his individual fortune to the plan. Mr. Jones, the clothing merchant, finds that by purchasing a large stock of goods that is available at an unusually favorable figure, he will be able to realize a nice sum on his season's efforts, but he needs more capital than he has to his credit at the bank. Dr. Billings, pastor of the church, needs money for improvements on the church building; his church members have subscribed the amount needed, but he cannot realize on the subscriptions until some time in the future. Is the church's credit sufficiently strong to obtain the necessary funds?

The banker, who, by training, has become a reader of character and a judge of values, as well as of credit, sifts these problems to the bottom. He must stand, on one hand, as a friend to the community, and on the other firmly guarding the interests of the hundreds who have intrusted their fortunes in his hands and to his judgment. He extends credit in plenty to those borrowers whom he knows are worthy and for those movements that contain merit and afford legitimate and full protection to the interests of his bank. He is serving the community; boosting along the laggards; encouraging the thrifty and building securely. In reality, he is the true balance wheel of business and the mainspring of prosperity.

Service Impressive.

Noted bankers from other cities outside of Indiana who attended the Convention of the State Bankers Association last week departed from the city greatly impressed by the sincerity of purpose of our Hoosier bankers. In commenting on the human side of the average Indiana banker, one man of finance identified with a large banking firm in Chicago declared that the memorial service held in honor of the late Andrew Smith was the most impressive hour he had ever spent in any meeting. There was no attempt at oratory in that memorial. It was simply a straight from the heart expression of love and esteem, spoken as from man to man by Presidents of Indiana banks who had known and had loved Andrew Smith. Those talks were eloquent because of the sincerity of the spoken words, and at the close of that quiet hour tears coursed down the cheeks of scores of those bankers who stood, bowed and unashamed of that expression of their emotion.

SEED CORN PROBLEM UP; SELECT IT THIS FALL

By T. R. Johnston.

Indiana farmers likely will be faced with a seed corn problem next spring that will rival that of 1918. This is the opinion of the State's leading farmers and agricultural leaders. It raises a question of vital interest to every bank of the State, because enough good seed should be on hand to plant the usual acreage.

The unusual weather conditions of the last few months has brought most farmers face to face with the problem of having about a half crop, so that indications now are for barely more than half the usual production. No counties have reported uniformly good crop prospects, practically all having stated exactly the opposite. Similar conditions are reported from Ohio, where indications on September 15th were that not more than a third of the usual crop would be harvested. Illinois and Iowa also report that their corn crops were hard hit, and a short crop, although just how short, will depend largely on how long frosts hold off.

Hundreds of fields of corn over the State have tasseled out with the corn only three or four feet high, when they usually produce corn twice that high, and yields in proportion. This corn will be unfit for seed, all the farmers know. Then, there are fields where the corn was planted between showers last May, and these fields are up to par. Most communities have one or more of these fields that are good, and it is from just these fields that the seed corn to plant the 1925 crop will have to come.

If they are to do the most good as seed sources, the seed must be gathered this fall before killing frosts and before the stalks are entirely dead, so that there is no doubt about the question of healthy corn. All the seed corn producers and the better farmers gather their seed this way each fall, rather than to select it from the crib later or at planting time.

"I have a twenty-acre piece of corn, half of which is on low ground near the river, and it is fine; but the other half is high and is not nearly so good or as far along," said one Rush county farmer in talking of how he intended doing. "I've got to get my seed from the ten acres, and so can my neighbors, but I can't gather it all for them. They can come and select their own seed and be sure of it, at least those who need it. In this way we want to take care of our own community, and I believe nearly every community in Indiana could do the same way—all the men get their corn from the best fields. Of course, if there is none fit for seed, the men in those communities will have to look to others more fortunate."

While many will regard this farmer's suggestion as something unusual, it offers a solution in advance for a problem which is sure to come up next spring. "A stitch in time saves nine" never was truer than in the seed corn situation this year. Fall selection in the best fields is the only way to avoid trouble next year, and the wild scramble for seed which was evident in certain parts of the State last spring when continued rain made replanting necessary.

Then, when seed corn is selected in the fall, drying is another phase of good corn growing which must be practiced. Gathering of seed, with a high moisture content, which is almost inevitable this year, and throwing it about anyway, will not help the situation much. The seed must be properly dried. Racks, wire, wood, or any material, to keep the ears apart so that they do not touch, and thus permit free circulation of air, will do for the drying process before the time of killing frosts.

Fall selection of seed and then proper drying and storage will go a long way toward overcoming the seed corn difficulties which appear likely in 1925. It is the best crop insurance obtainable.

The average farm hen produces about eighty eggs per year, and most farmers sell off their hens when they get to be two or three years old as worthless. Yet, the Agricultural Experiment Station at Purdue University recently announced that one of the Leghorns in the flock there had laid 1,341 eggs over an eight-year period, establishing a new record for long distance laying. It cost no more to feed this hen over her eight-year period than any other hen, and she paid her feed bill several times over each year.

"Don't throw a hen away just because she is old. Keep her as long as she will produce profitably," said one of the university poultrymen recently in addressing a meeting.

Reproduction of the flock is one of the big problems for most poultrymen, and the Purdue men have been making a specialty of turning out hens that will lay well over a period of years as well as for one year or two. Several birds in the university flock have passed the one thousand egg mark, which is necessary to get into the hall of fame in the poultry world. Good breeding, good feeding and good management are what make these records possible, not only at the university, but the methods which are free of frills are the same that any farmer can apply to his flock.

Pyrotol, a wartime explosive, has been made available to Indiana farmers for blasting of stumps, ditches, rocks, etc., it has been announced. Orders for more than a carload had been assembled September 15th at Purdue University, Lafayette, Division of Rural Engineering, and the material was ordered shipped at once. Other orders are being booked, and more will be obtained when they reach the carload lot figure. County agricultural agents are helping get the farmers within the counties together. The material is being obtained at a low figure from the War Department, and its sale to dealers or resale at a profit is prohibited.

C. M. NIEZER
President First National Bank, Fort Wayne

LELAND L. HOBBS
National Bank of the Republic, Chicago

FRED J. PARO
National Bank of Commerce, St. Louis

GEO. A. BITTLER
President West Side Bank, Evansville

W. F. HUTHESTEINER
President Tell City National Bank, Tell City

MR. GANFIELD'S ADDRESS.

(Continued from page 25.)

tion as we take off the peel from an onion, we would have today that ugly, slimy thing that creeps along underneath the surface of the sea, stretches up one eye, looks around to see what may be in sight, hurls a bomb to sink the nearby ship to its fate. Back of that we have the ocean vessel in which our fathers crossed. Back of that the sailing vessel in which our grandfathers crossed. Back of that the vessel in which Columbus came to discover America. Back of that the Indian in the bark canoe, and behind that the man at the river's bank who could not swim.

The whole story of the progress of the human race, from the dugout on the hillside to the modern palaces on the city street, from the push cart of the olden times to the modern fast-flying express, is simply the story of the great thoughts of the master minds of men applied to the wants and needs of the human race.

It would not be fair to that "boy of yours and that girl of mine" this morning if, when speaking of their elements of human worth, I neglected to say to you that conscience in a bank cashier has a cash value; integrity enhances human worth. The world does not so much need men of genius today as we do need men whose characters are strong, whose resolutions are firm, whose wills are set for the things that are right, and who will not flinch. I came from a very interesting section of my state. My home county is the dairy capital of America. I am not unmindful of the fact that on the modern markets there is sometimes more milk in the can than the cow is responsible for. The largest apples are at the top of the barrel, and for some strange reason, on the way to town, the best potatoes always work to the top of the load. A fellow that belongs to the race from which I sprang spent three months in this interesting land of ours, and returned back home with this interesting comment. He said, "My, but I was powerfully interested in those young American chaps! They rise early in the morning, they eat their breakfast quick, they rush about all day, eating a hasty lunch at noon, and quick dinner. My, but they are an interesting, hustling, bustling lot!" And then he said, "My, but I was powerfully distressed by the way those young American chaps treat our old English word 'honor.' They go into business, and first they get on, and then they get honor, and then they get honest." While this is but a bit of humor, nevertheless, through the training days of youth we must discipline "that boy of yours and that girl of mine" so that they will be downright honest, first, last and always; honest to the core. Humanity, in the course of the ages, has produced many types of men. In the olden times was the man who boasted of his physical strength. There were giants in those days. After him came the one who gloried in his ancestors and boasted of his noble birth. With the onward rush of the ages came the man who said:

> "Though I could reach from pole to pole,
> And grasp Creation in my span,
> I must be measured by my soul,
> Mind is the standard of the man."

Twenty hundred years ago there darted into the arena of human history a young man thirty summers of age, who for the first time put the stamp of his thought, the impress of his spirit, and the force of his personality upon character as the elemental, fundamental thing, and today millions follow his example. That boy of yours must be a young man of noble birth plus a strong body, plus a keen mind, plus a character that will not flinch, plus a devotion of talents, wealth and power to the service of the world.

But my fellow citizens, the wonderful race that we are, in the wonderful country that we have, never could have become the foremost nation of the world if our forefathers had started our national life under any other set of social institutions than those which we have inherited, and those which we now enjoy.

That convention of 1789 was certainly a wonderfully interesting time. That, too, was a day for easy blunder and easy mistake. It seems strange, even now, that those men were guided so wisely through those trying hours. Twice in the history of that convention they came near to failure. One trying day in the midst of conflict and clashing minds, they were almost ready to adjourn with nothing achieved. Let me ask you to think for a moment. What would or could have been the outcome in America if the Constitutional Convention had failed, or adjourned without completing their task? Massachusetts with her ambition stretching westward, Virginia with her lines drawn to the northwest, other states with their eyes upon the westward lands. What reason have you and I to believe that European nationalities would not have repeated on this continent the same rivalries and jealousies that have motivated their lives in the lands beyond the sea? There was a day in that convention when the thought of men turned strongly toward a kingdom. Few men ever turned down a crown. But let me remind you today that it is my solemn conviction that this country of ours never, never could have become the world's leading power had our forefathers failed to give us the great republican type of government which we have. I hold no defense for every act of our American government. I concede the importance of careful study, thoughtful revision, as well as loyal defense, but I assert to you that no man has any right to undermine, and certainly none have any right to leadership who, whether in times of war or peace, evidence by word or deed any act of disloyalty to the Constitution, or the flag, or the Government of these United States. The whole history of government from the beginning of time to 1789 is one of experiment and failure; from 1789 to 1900, one of development and service; from 1900 to this very day are being rapidly sown the seeds of decay. Any man who loves his country, and any man who loves his fellowman and lives between the two great seas, might better today be on his knees thanking Almighty God for the country in which we live and the blessings which we enjoy, than making attacks upon the institutions that have done so much to make our nation great.

Among the great social institutions, I speak again of the American school. Mr. Madison was right when he said, "A democracy like ours is safe only when the people possess the power which knowledge alone can give." A monarch may rule an ignorant race; a president never can. Whatsoever you would put into the state you must first put into the schools. The fate of the future rests with the moulders of the nation's ideals. Let me shape the ideals of the American class room for thirty-three years and I will fix American character for a century. As goes the American school room, so goes America. As goes America, so goes the world. There are seven hundred thousand of us in the school rooms of America today—quite an army of women and men. We hold the destiny of the world in our grasp. I would like to talk to my seven hundred thousand co-laborers in the task. There are three things I would like to say: First, I would urge them and you to seek and get all the knowledge that you can. The world never can and never will know too much. If there are sources of knowledge and secrets still unrevealed, let us discover them, let us travel far and wide, let us know all that can be known. The man in the laboratory snuffed out the tallow candle and gave us the electric light, threw away the crutch and gave us the limousine, surrendered the push cart and gave us the great palace car with which in a non-stop flight we go from coast to coast. You men of wealth, and of lead-

PROMINENT INDIANA BANKERS.

J. P. FRENZEL
President Indiana Trust Company

OSCAR F. FRENZEL
Vice-President Merchants National Bank

OTTO N. FRENZEL
President Merchants National Bank

ership, bid the man of the laboratory go on. Do not fail to encourage him in his search.

The second thing I would like to say to my fellow teachers and you is this: Let us banish illiteracy, let us rid the world of ignorance, let us help the world to know the truth, the right and the good, in order that they may choose the truth and the right and the good. But I would especially remind my seven hundred thousand friends of the importance of the ideals of the class room. Frankly, my fellow citizens, I am not one-half so scared over the possible shortage of ideas in the American school room as I am sometimes a bit alarmed lest we may debase and corrupt the ideals of the American school. So long as we can keep American ideals sound and safe, so long we can keep American education safe.

I would like to talk to you of other institutions today. I wish that we could think of the church and all those other agencies that promote and give force to the high ideals, noble inspirations that have directed the lives of women and men who have been the world's best leaders through our short historic life. I would like to think with you of the great American family, and the American home, and the place of this sacred institution in keeping our whole social order secure and safe.

I hold in my hand a twenty-dollar bill. We call it money. It represents wealth, and may I remind you today that this twenty dollars is mine. It represents sacrifice and toil, but it is my own. There is one of three ways by which you may get it from me. You may come and tell me a real hard-luck story and I will divide with you. You may offer me something in exchange for it, and if I prefer your article to mine, I will make the exchange. If you are lively enough and talk strong enough to me, after a while I will give you the whole twenty-dollar bill. These are the ways which we part with our money. We give it to some worthy charity, like the college I represent; we allow our families to rifle our pockets during the night, or we exchange it for some other goods which we would rather have. But, ladies and gentlemen, my fellow citizens, the day that we slacken our regard for the rights of private property, take away from a man the right to earn, to abstain, to save a dollar and call that dollar his own, that very day we may kiss civilization good-bye and let her pass to another state.

Let me close, but not without reminding you of the importance of geography and resources. Let us conserve, develop, utilize wisely and well all these resources that make a nation great. Let me remind you of the great worth of "that boy of yours and that girl of mine." Let us always keep womanhood pure and manhood strong and great, and please never forget the worth and value of the five great social institutions I have brought to your mind this hour. Let us renew our allegiance to everything good and everything worth while.

There is a story that in the history of Italy came a great crisis. The enemy from the north threatened to break through and destroy the nation's life. A small division of troops were holding the mountain pass. Other divisions of the enemy were coming on with rapid pace. The king called the colonel of his troops for conference and advice, and directed the colonel to send a captain with one hundred chosen men to dislodge the threatening enemy from the mountain pass. Italy's best regiment was called in line. There they stood, in even ranks, a thousand strong. The captain addressed the troops, saying, "Men, I have been directed to choose one hundred of Italy's best men and go dislodge the enemy from yonder mountain pass. The task must be done before the sun goes down tonight." He further said, "I could pick the men whom I will take, but I will not do that. I will call for volunteers," and then turning on his heel with his back to the men, he said, "Let every man who is willing to go step one pace forward." He waited a moment and turned to face the troops. The line was unbroken as before. Not a man was ahead of his fellow. The captain's eyes were moist with tears, his knees trembled, his voice quaked. Presently, when he could speak, he said, "Is there not a man that will die for Italy's sake?" Then a young lieutenant at the end of the line stepped out, touched his cap and said, "Captain, please, every man of the ranks has stepped one pace forward."

Ladies and gentlemen of America, today, Columbia, the Gem of the Ocean, Uncle Sam of the U. S. A., with a constitution of the United States in one hand and the Stars and Stripes of Old Glory in the other, is calling you and me. Let us go forward. I thank you.

ON TO RICHMOND.

The Financial Advertisers' Association, in selecting Richmond, Va., as their 1924 convention city, has chosen a city whose appeal to members of this Association scarcely could be broader; for not only is there to be found in the Virginia capital everything that could be desired in the way of modern facilities, attractions and enterprises directly associated with the life work of financial advertisers, but advertising in America virtually started there as did American commercial relations, which in turn were followed by the early start of banking in this country.

Captain John Smith, when he discovered the site of Richmond in 1607, initiated American advertising by setting up a signboard characterizing the location "None Such," a description which at that time, and even now, is held to be well justified and which was put to practical use throughout England in raising bands of American colonists. And, while the practical advertising of Richmond had been started abroad immediately after its discovery, planned advertising of the community in America did not follow until one hundred years had elapsed, and Col. William Byrd had initiated the Byrd lottery of Richmond lands.

Today, more than 300,000 annual visitors have carried to all sections of the country the story of Richmond's charm, beauty and hospitality; history that associates the city directly with every step of America's progress; its great industrial, commercial and financial development that has marked it as one of the largest and most important Southern cities, and the fact that many national conventions have found there so much to delight them that they have returned for second and third meetings.

The first Richmond bank was incorporated in 1792 and the first bank was organized in 1804 with a capital of $1,500,000. This, the Bank of Virginia, as well as the Bank of Richmond, enjoyed considerable success and conducted their businesses through the panics of 1837 and 1857 until 1861, when all Richmond banks were forced to suspend specie payments. Modern banking history dates from 1865, as does that of industry and commerce, when the First National and the Planters National Banks were organized. The Union Bank of Richmond was opened the following year, to be followed immediately by the National Bank of Virginia. In 1869 eleven banks were in operation, three of which continue business under their original names. In recent years, Richmond's importance as a financial center has been accorded recognition in the election of local bankers to the presidencies of the American Bankers Association and the American Institute of Banking.

In keeping with other factors which make for a modern and progressive city, delegates to the Financial Advertisers Convention will find in Richmond fourteen excellent hotels, several of which are recognized as being among the finest and most beautiful in the South. Comfort, courteous service and home-like atmosphere are outstanding characteristics of the Richmond hostelries.

WAR ON BANDITS.

The large number of raids on banks in Madison County and Southern Illinois during the past few months, in which more than $200,000 has been stolen, has caused the bankers of Madison County to retain a force of armed guards for their protection and to offer a reward of $1,000 for the lawful killing of any bank robber. The reward is offered by the Madison County Bankers Federation, which believes the robberies are committed by a bandit gang having its headquarters in East St. Louis or St. Louis.

Bank guards have been equipped with high-powered motor cars, capable of a speed of eighty miles an hour, in which to pursue robbers, and are armed with riot guns. They patrol the county, keeping in touch with the banks constantly.

Notice of the $1,000 reward for the lawful slaying of a bank bandit is displayed on posters which have been placed in prominent places throughout the county by the federation. It is printed in heavy type and reads as follows:

"One thousand dollars reward. In case of the robbery or attempted robbery of any bank in Madison County, Ill., the Madison County Bankers Federation will pay a reward of $1,000 to any person who shall, in resisting such robbery or attempted robbery, lawfully kill any person participating therein. This reward is effective until withdrawn."

Banks at Holland, Freeburg, Madison, Venice and Springfield have been robbed within the past few months, and an attempt was made to rob the bank at Pana, Ill. The result has been a concerted action on the part of bankers to prevent future raids by bandits. —Chicago Banker.

ORGANIZATION FORMED BY BANKERS OF PULASKI COUNTY.

An organization of the seven banks of Pulaski county was effected at a meeting held Friday evening, September 12th, with representatives of all the institutions in attendance. R. E. Horner, of Winamac, was chosen President of the Association; J. L. Beesley, of Francesville, Vice-President; O. H. Keller, of Winamac, Secretary; A. P. Wirick, of Star City, Treasurer. These officials, along with C. B. Keitzer, of Monterey; Owen Horner, of Medaryville, and C. H. Guild, of Medaryville, compose the Executive Committee.

The formation of county organizations is part of the general plan of the State Association, and Pulaski was one of the few counties still unorganized, although the move had been in contemplation for some time. The idea is to promote cordial relations between the institutions, and to furnish protection against overborrowers, check kiters and similar annoyances, at the same time increasing service along genuine lines.

J. C. Fletcher, President of the Starke County Trust and Savings Bank, was present from Knox, to assist in the organization.

FLOWER DISPLAY AT STATE BANK.

The community room of the Crawfordsville State Bank was transformed into a bower of color by the magnificent display of garden flowers entered in good-natured rivalry by the members of the Flower Lovers Club, a division of the Home Economics Club, at their annual flower show held in Crawfordsville recently.

During the program Charles L. Goodbar, Cashier of the Crawfordsville State Bank, in a few choice words welcomed the ladies, their friends and their beautiful floral display to the bank, and was followed by a very wonderful and interesting talk by Frank C. Evans on "Holland in Tulip Time," as enjoyed by Mr. Evans during his trip abroad. A. S. Pett then gave a most instructive address on "Landscape Gardening," using a chart and drawings to illustrate, so that the ladies might have concrete ideas that they could put into their own gardens. He then tied the ribbons and the prices, gifts of the Crawfordsville State Bank.

BANKERS VISIT BRISTOL.

The annual melon festival of members of the Elkhart County Bankers Association was held in Bristol, Wednesday evening, September 10th, the attendance being about one hundred and fifty.

It had been planned as heretofore to hold the feast on the Myron C. Hilbish lawn, but owing to the evenings being so chilly the event this year was held at the M. E. church, the various ladies' organizations having charge of the catering.

Following the feed the guests were delightfully entertained by a twenty-minute speech by Ira H. Church, a prominent Elkhart attorney; humorous talks by Rev. Jos. Fox, of Dowagiac, Mich., and Rev. E. P. Hall, of Bristol. The musical part of the program was ably filled by the Conn Quartett of male voices from Elkhart.

The affair this year was the "best ever," an opinion voiced by many among the attendants.

JONCE MONYHAN DIES AT ORLEANS.

Former President of Indiana Bankers Association.

JONCE MONYHAN
Orleans

Funeral services for Jonce Monyhan, sixty-eight years old, prominent banker of southern Indiana, who died of heart disease at his home in Orleans, September 4th, were held in Orleans, with burial in Crown Hill Cemetery, Indianapolis.

Mr. Monyhan was President of the Indiana Bankers Association in 1906 and was a member of the Legislature representing Orange county. He was the Republican nominee for State Treasurer in 1908, and for many years was identified with the progressive and civic movements of his section of the State. He served as grand chancellor of the Indiana domain, Knight of Pythias, and was the presiding officer at the dedication of the Indiana Pythian Building.

He was born at Saltillo, Ind., in 1865, and spent all his life in this State. He is survived by his widow, Mary A., and two sons, Blish and Henry.

KNOWN FOR UNUSUAL SERVICE
TO CORRESPONDENT BANKS

The American Trust Company

SOUTH BEND, INDIANA

JOS. J. SCHROEDER
Executive Secretary Chicago Chapter A. I. B.

NEW OFFICERS ARE NAMED BY LAKE BANKERS.

Everything from international loans to coffee and cigars was discussed Monday evening, September 8th, at the annual meeting and banquet of the Lake County Bankers Association held at the Gary Country Club.

Every one of the forty-nine banking institutions of Lake county, including the fourteen banks of Gary, was represented at the meeting, and 165 bank officials sat around the tables, which were profusely decorated.

The guest of honor was James B. McDougal, President of the Federal Reserve Bank of Chicago. Mr. McDougal made the principal address, which was devoted to banking conditions and the operation of the Federal Reserve Banks of the country in relation to the other banks of the country.

The Indiana Male Quartette, of Gary, rendered a number of classic and popular vocal selections. It was the largest meeting of Lake county bankers ever held in the county, it was said. Retiring President S. A. Brownell, Cashier of the First National Bank of Lowell, presided at the banquet and introduced the speakers.

Following the regular program, the Association elected the following officers for the ensuing year:

President, Frank Hammond, President of the Hammond Trust and Savings Bank; Vice-President, John R. Farovid, President of the Citizens Trust and Savings Bank, of Indiana Harbor; Secretary, John Thiele, Vice-President of the First National Bank of Whiting; Treasurer, Frank Davis, Cashier of the First State Bank of Hobart; Member-at-Large of the Executive Board, Henry G. Hay, President of the Commercial Trust Company of Gary, succeeding C. R. Kuss, Vice-President of the National Bank of America of this city.

Mr. Hay and the above named officers constitute the Executive Board of the Lake County Bankers Association.

One of the most interesting features of the program was an address by A. Murray Turner, President of the First National Bank of Hammond, on the early history of the First National Bank of Crown Point, which is the oldest bank in Lake county, having been organized fifty years ago.

One of the guests of the Association was John Brown, President of the pioneer Crown Point Bank. Mr. Brown, who is in his eightieth year, is a veteran of the civil war and was a prisoner at Andersonville. He is still in active charge of the financial institution of which he was the founder and which now is one of the leading financial institutions in northwestern Indiana.

NOW.

If you have hard work to do,
Do it now.
Today the skies are clear and blue,
Tomorrow clouds may come in view,
Yesterday is not for you;
Do it now.

If you have a song to sing,
Sing it now.
Let the notes of gladness ring
Clear as song of bird in spring,
Let every day some music bring;
Sing it now.

If you have kind words to say,
Say them now.
Tomorrow may not come your way.
Do a kindness while you may,
Loved ones will not always stay;
Say them now.

If you have a smile to show,
Show it now.
Make hearts happy, roses grow;
Let the friends around you know
The love you have before they go;
Show it now.

—Anon.

O. B. McCLINTOCK CO.

Complete Bank Protection

E. H. ELWOOD, REPRESENTATIVE

3766 North Pennsylvania Street

Indianapolis, Ind.

DIGESTS OF SEVERAL NEW RULINGS OF THE INTERNAL REVENUE BUREAU

By H. Archibald Harris & Company, Income Tax Counsellors Indiana Bankers Association.

Purpose to Escape Surtax.

(Ruling under the Revenue Act of 1924.)

"If an investment company retains the income it receives from its securities and investments for no other purpose than that of making other investments, or increasing its surplus, section 220 of the Revenue Act of 1924 requires that it be presumed, prima facie, that the company is being availed of for the purpose of preventing the imposition of the surtax upon its shareholders."

(This makes it subject to the 50 per cent. additional tax.)

Extension Time for Payment of Tax.

(Section 270 (c) 1 of the Revenue Act of 1924 provides as follows:)

"At the request of the taxpayer, the Commissioner may extend the time for payment of the amount determined as the tax by the taxpayer, or any installment thereof, for a period not to exceed six months from the date prescribed in subdivision (a) or (b) for the payment of the tax or an installment thereof. In such case the amount in respect of which the extension is granted shall be paid on or before the date of the expiration of the period of the extension."

The extension provided for in the above subdivision applies only with respect to taxes due under returns filed pursuant to the provisions of the Revenue Act of 1924. That this is the case is clearly indicated by the language used in section 270 (a), which provides that "except as provided in subdivisions (b), (c), and (d) of this section, the total amount of tax imposed by this title shall be paid * * *." Nowhere in the statute is there any provision which extends the benefits of the above subdivision to cases where taxes are due under prior Acts. The section deals exclusively with the manner of payment of taxes imposed by Title II of the Revenue Act of 1924.

Bad Debts.

(Revenue Act of 1918.)

"The fact that it was known during the taxable year that a debt might be uncollectible in some other taxable year does not warrant charging off the amounts as bad debts. The debts in question can only be taken as a deduction in the year when they actually became worthless. There is no authority of law for apportioning a deduction for a bad debt over a period prior to the time when it became worthless."

Following is a digest of a memorandum from the Solicitor of Internal Revenue to the Deputy Commissioner, outlining the procedure as to appeals and hearings under the Revenue Act of 1924:

(a) Prior to the passage of the Revenue Act of 1924, the taxpayer was notified by the Committee on Appeals and Review, or other appellate agency, of the final decision on his appeal under section 250 (d) of the Revenue Act of 1921, and the additional tax was assessed after the passage of the Revenue Act of 1924. If this was a jeopardy assessment made pursuant to the provisions of section 274 (d) of the statute, the taxpayer should be given the sixty-day notice of its right to file an appeal with the Board. If the assessment was not a jeopardy assessment and no notice of its right to file an appeal was forwarded to the taxpayer, then the assessment should be abated and the taxpayer given a sixty-day notice of its right to file an appeal.

(b) The taxpayer was notified of the final decision on his appeal, as in (a), but the additional tax has not yet been assessed.

The sixty-day notice of its right to take such an appeal should be sent to the taxpayer prior to the assessment of the tax.

(c) The taxpayer was notified of the final decision on his appeal under section 250 (d) of the Revenue Act of 1921, after the passage of the Revenue Act of 1924, and the additional tax has been assessed.

What has been stated under (a) applies here.

(d) The taxpayer was notified of the final decision on his appeal under section 250 (d) of the Revenue Act of 1921, as in (c), but the additional tax has not yet been assessed.

The taxpayer should be given a sixty-day notice of its right to file an appeal.

(e) Prior to the enactment of the Revenue Act of 1924, the taxpayer filed an abatement claim, which was accepted by the collector. The abatement claim was rejected and the taxpayer was notified of the decision on his appeal prior to the passage of that Act, but the tax has not yet been paid.

(f) The taxpayer filed an abatement claim, as in (e), and was notified of the decision on his appeal after the passage of the Revenue Act of 1924, and the tax has not yet been paid.

The taxpayer is not entitled to file an appeal in either of these cases.

ATTENTION!

Extension of Time for Filing Returns.

Does the fiscal year of your corporation end June 30th?

If so the law requires you to file your 1924 income tax by September 15th.

Should you be unable to file a complete return by

that time, you should file a tentative return on Form 1120-T, and pay one-fourth of the estimated tax. You will then have until October 15, 1924, for filing a complete return.

Any partnership, fiduciary or corporation whose fiscal year ended January 31, February 29, March 31, April 30, or May 31, 1924, has until October 15, 1924, for filing 1924 returns.

Any corporation to get this extension must have filed a tentative return on or before the fifteenth day of the third month following the close of its fiscal year.

An extension to October 15, 1924, is also granted to partnerships and fiduciaries whose fiscal years ended June 30, 1924.

CAPITAL STOCK TAX RETURNS.

Your 1925 capital stock tax return must be filed with your Collector by September 30, 1924. **Do not neglect this.**

The penalty for failure to file on time is a fine not to exceed $1,000, and in addition 25 per cent. of the total tax.

DISALLOWED CLAIMS FOR REFUND.

At one time the Department at Washington gave taxpayers a certain length of time in which to present information in support of claims for refund. In other words, they would notify a taxpayer that his claim was being disallowed for lack of information and that if such information was not furnished within a certain time, it would be permanently disallowed.

They Do Not Do This Now.

When a claim is once disallowed, it is disallowed once and for all.

Therefore, when a claim is filed, it must be supported with every fact available.

When you file a refund claim get your information in as soon as possible. You may have a little time for this, as the Department will probably not get around to your claim at once, but when you file a claim for 1918 or 1919, you haven't much time.

So watch this.

APPEALS TO THE NEW BOARD OF TAX APPEALS.

Question:

The Department has disallowed our claim for refund for income taxes. Can we appeal the case to the new Board of Tax Appeals?

Opinion:

(1) No.

(2) You have paid the tax and have filed a claim for refund, so there is no deficiency, that is, no additional tax which is unpaid.

(3) The Revenue Act of 1924 established the Board of Tax Appeals and provided that deficiency cases only could be appealed to it.

(4) It also provided that only deficiencies determined after the passage of the Act (June 2, 1924) could be appealed.

(5) In other words, if on July 3, 1924, the Government finds a further tax of $5,000 against you, it must send you a letter giving you sixty days in which to appeal to the Board. As a matter of fact it first sends you a thirty-day letter, so that you may protest to the Commissioner. If you protest, the case may go to the Review Section of the Solicitor's office. Then if there is still some of the further tax, or deficiency, the Department must send you a sixty-day letter by registered mail. You can then appeal to the Board of Tax Appeals.

(6) You cannot take a deficiency to the Board if it was determined before June 2, 1924. Neither can you appeal a disallowed claim for refund or credit.

RETROSPECTIVE APPRAISALS.

A short time ago the Treasury Department issued a statement regarding retrospective appraisals. As this is more favorable to taxpayers than former rulings, you may be able to benefit by it if you will inform yourselves.

We shall be glad to answer any questions you may have regarding such an appraisal and its use in tax matters.

TAXABILITY OF INTEREST ON CERTAIN BONDS.

Question:

Are bonds issued under the local Improvement Act of Cities under Illinois Statutes, subject to income taxes insofar as the interest on them may be concerned?

Opinion:

(1) These bonds are classified as Municipal Bonds and are obligations of a political subdivision of a state.

(2) The interest received on such bonds is, therefore, exempt from Federal Income Taxes.

STAMP TAXES ON STOCK CERTIFICATES.

Question:

I want to thank you for your kind letter of the 10th inst., and the comprehensive explanation you gave as to the stamp tax as it applies to certificates of stock in corporations. The main idea that I had in taking this matter up with Mr. Harris is whether the face value as stated in the law refers to par, market or book value.

Opinion:

(1) Answering your letter of recent date, we would say that it is our understanding that the expression "face value" used in the law refers to the specific value shown on the face of the stock certificate. This is ordinarily mentioned as the par value.

(2) The market value has nothing to do with the taxes except to the extent that it sets the **actual** value. The market value may or may not be the actual value of the stock. Likewise the book value may or may not be the actual value, since depreciation may not have been charged or some other factor may enter into the books so that they do not reflect the actual value of the stock.

The stamp taxes apply to the face value shown by the certificate, or if there is no face value, then to the actual value, whatever that may be.

COMPUTATION OF TAX ON EARNED INCOME.

(By Archibald Harris & Company, Chicago, Tax Consultants, Indiana Bankers Association.)

At least $5,000 of every taxpayer's income is considered "earned income."

Following are some examples of the computations of tax on such income:

(1) A taxpayer has an income of $6,000, less than $5,000 of which he gets as compensation for his services:

Total income	$6,000.00
Credit for married man with no dependents	2,500.00
Balance	$3,500.00
Tax at 2 per cent. on $3,500.00	$ 70.00
Minimum credit for earned income equals 25 per cent. of taxes which would be due on $5,000.00 income, or	12.50
Net tax payable	$ 57.50

Note—$5,000.00 of the $6,000.00 is treated as earned income to obtain the $12.50 credit, regardless of its nature.

How to Compute the $12 50 Credit.

Minimum amount considered as earned income, regardless of source or character	$5,000.00
Credit for married man with no dependents	2,500.00
	$2,500.00
Tax on $2,500.00 at 2 per cent	$ 50.00
Twenty-five per cent. of this amount allowed as credit for earned income	12 50

(2) Where the income of $6,000.00 is entirely earned income, the computation would be made as follows:

Total income	$6,000.00
Credit for married man with no dependents	2,500.00
Balance	$3,500.00
Tax on $3,500.00 at 2 per cent.	$ 70.00
Credit for earned income 25 per cent of $6,000.00 actually earned	17.50
Net tax payable	$ 52.50

The difference between the two computations is caused by the fact that the first table allows only the minimum credit, 25 per cent. of $5,000.00, for earned income, whereas a man with $6,000.00 actually earned income would be entitled to a credit of 25 per cent. of the tax on his entire earned income. Earned income for the purpose of this credit cannot exceed $10,000.00.

The provisions for a credit of 25 per cent. are contained in subdivision (b) of Section 209, Revenue Act of 1924, which reads as follows:

"(b) In case of an individual the tax shall, in addition to the credits provided in section 222, be credited with 25 per centum of the amount of tax which would be payable if his earned net income constituted his entire net income; but in no case shall the credit allowed under this subdivision exceed 25 per centum of his tax under section 210."

MISS MARGARET CHENEY
Assistant Secretary-Treasurer Tippecanoe Loan & Trust Co., Lafayette

The Terre Haute Trust Company

TERRE HAUTE, INDIANA.

CHARTER NO. 4

Capital	$ 500,000.00
Surplus and Profits	792,935.80
Deposits on March 31, 1924	7,605,050.48

Accounts of Banks, Corporations and Individuals Solicited.

Municipal and Government Bonds bought and sold.

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Wallace Weatherholt, Ass't Sec'y.

CHICAGO BANKER WRITES BOOK.

James B. Forgan, Chairman of the Board of the First National Bank of Chicago, and for many years its President, has written a book. It is an autobiography, to be issued this fall from the press of the Bankers Publishing Company of New York, and bears the title, "Recollections of a Busy Life."

Mr. Forgan, who has spent something more than half a century of his seventy odd years in the banking business, consented, at the request of some of his friends and associates, to set down some of the steps which have marked his career from an apprentice in a Scottish bank to an internationally recognized authority in finance. The manuscript was prepared last winter during Mr. Forgan's vacation in Florida, and is illustrated by pictures of Mr. Forgan, his family and the banks with which he has been connected.

One of the interesting incidents described in the book occurred during the administration of Theodore Roosevelt, when he was summoned to the White House to give the President his views on a national system for the mutual guarantee of bank deposits, which Mr. Forgan opposed as inimical to sound banking. He describes his interview as follows:

"Mr. Roosevelt was seeking information on the subject, and someone told him that I had been opposing the idea. He had heard from those in favor of it, and he asked me to come to Washington to discuss the matter with him. I, of course, promptly responded, and a day and hour were set for an appointment with him. I arrived at the White House in the forenoon, and about noon was ushered into the President's office. He received me with his well-known cordiality. He told me he was going into the next room where the barber was waiting to shave him, and this would give me a fine opportunity to talk to him. He said if I had come to discuss the Panama Canal or some other of his hobbies he would want to do his full share of the talking, but as to the mutual guarantee on bank deposits he knew nothing, and he told me to fire ahead and tell him all about it. By this time he was in the barber's chair and well soaped, which is said to be half-shaved. It was a new experience with me. I did not know where to commence or how to address him, and I am afraid I made a poor attempt in my effort to enlighten him on the subject. After the shaving operation was finished he asked me to come to lunch with him, where besides Mrs. Roosevelt and some other members of the family, I remember meeting Admiral Rixie, Major Archibald M. Butts, a senator whose name I do not recall, and Mr. John C. Schaffer, the proprietor of the Chicago Evening Post. During luncheon the President told his other guests that he had asked me to come to Washington to discuss with him the mutual guarantee of bank deposits, and in that way started the general discussion of the subject. His comments and questions and those of his other guests drew me out, and I had the satisfaction of having him tell me in his usual forceful way, 'It won't do, Mr. Forgan; it won't go. We will cut it out.' And fortunately it did not find a place in the Republican platform."

Chapter headings in the book are as follows: Ancestry; My School Days; My Apprenticeship and Early Business Training; Leaving Home; My Experience as a Clerk in the Bank of British North America; My Career in the Bank of Nova Scotia; My Connection with the Northwestern National Bank, Minneapolis; My Career in the First National Bank, Chicago; The Security Bank of Chicago and Its Ally, the Second Security Bank of Chicago; Chicago Clearing House Committee; Currency Commission, American Bankers Association; My Connection with the Federal Reserve System; Activities Outside of the Banking Business; Moral Reflections.

M. S. SONNTAG
President American Trust & Savings Bank, Evansville

The book in an appendix contains some of Mr. Forgan's important public addresses on banking and economic subjects. All royalties from the book have been assigned by Mr. Forgan to the Illinois St. Andrews Society for the benefit of the Scottish Old Peoples Home.

No thinking person can doubt that the present difficulties of agriculture will find solution within a reasonable time. So long as there are human beings on this earth, the products of the soil will find a market. Fashions in hats may change with the seasons; the airplane may replace the auto—but nothing can replace farm products as food. America is the granary of the world. Agriculture is fundamental to life itself. Eventually the producer of necessities will win out. The pendulum swings—now is the time to buy farm lands.—North Judson News.

R. A. McKINLEY

Clarke Co. State Bank, Jeffersonville

BERT ASELTINE

Chase National Bank, New York

RESPONSE FOR INCREASED DUES HIGHLY GRATIFYING.

The following letters are a few just received after the call for increased dues went to member banks. The first mail brought in remittances from hundreds of banks, expressing their approval of the increase in dues for the Protective Department and their willingness to co-operate in this splendid work.

I. J. Waltz, Cashier the Thompson State Bank, Edinburg, writes: "We are pleased to enclose Indianapolis Exchange $30.00 in payment of dues to the Indiana Bankers Association for the year ending September 1, 1925. We appreciate very much the good work the Protective Department has been doing, and we are glad to assist in this matter by paying the increased dues."

A. I. Yundt, Cashier Mulberry State Bank, Mulberry, says: "I am enclosing a draft for our membership dues, and if there is anything more needed in the way of additional funds we are at your service, for we do want these bandits put out of business, and the sooner the better."

R. S. Baker, Cashier Farmers National Bank, Sheridan: "We enclose check for our dues. Glad to note the arrangements for protecting the member banks against criminals even more effectually than in the past, and assure you that you have our hearty co-operation at all times in this work."

Chas. E. Sharpe, Cashier Citizens State Bank, Farmersburg, who was held up by a lone bandit last month, writes: "We enclose draft for $15.00. Are well pleased with the action taken at the State Convention raising dues to give more money to the Protective Department, as I think this is too important and doing too much good to be hampered for want of funds."

J. C. Duffey, President State Bank of Burnettsville: "We are enclosing our check for $15.00 to pay our dues. We are glad to pay a little additional, as we believe the vigorous activity of our Protective Department has materially reduced bank banditry in Indiana."

SERVICE DEPARTMENT.

Position Wanted—A position in country bank in a town of from 1,000 to 3,000 population, by a man who has had twelve years' bank experience. Good references. Address Hoosier Banker, A-53.

Position Wanted—Position as Cashier or Assistant Cashier in bank. Have had more than thirteen years' experience, serving over eight years as Cashier. Married and can furnish good references. Address Hoosier Banker, R-52.

For Sale—Second hand marble-panel oak bank fixtures, oak counters; Diebold Manganese steel bank safe with triple time lock; 75 Diebold safety deposit boxes. All equipment in fine shape. Address First & Farmers State Bank, Roanoke, Ind.

For Sale—To be delivered about November 1st; a used banking outfit in splendid condition. About 70 feet of fixtures, consisting of three wickets, small public room, desks, chairs and tables, mahogany finish.

One No. 7900 Mosler Quadruple Manganese Steel Bank Safe. One Hall Fireproof Safe; outside measurements, 59 inches high, 44 inches deep, 51 inches wide. Inside measurements, 45 inches high, 25 inches deep, 31 inches wide.

Address Plymouth State Bank, Plymouth, Ind.

For Sale—Neat bank fixture complete. Good condition. Suitable for small bank or office. Delivery about November 1st. Address Bozeman-Waters National Bank, Poseyville, Ind.

For Sale—Due to the liquidation of the Yoder State Bank, we offer for sale the following furniture and fixtures: American Bank Protection Co. (now O. B. McClintock Co.) complete alarm system in excellent condition, Manganese steel safe with triple time lock, Burroughs posting machine, Wales adding machine with stand, Todd check writer, check canceler, L. C. Smith typewriter, seventy-five lock boxes, large oak table and nine chairs to match, oak desk and chair, steel carriage and filing cabinet, complete oak and metal cage fixtures in fine condition, and all other equipment. Price $2,500.

Address the Farmers Trust Co., Liquidating Agent, Fort Wayne, Ind.

LaGrange County Trust Company, of LaGrange, Ind., entertained their customers and friends at the Third Annual Labor Day Picnic of LaGrange County Trust Co., at Cedar Lake, Indiana.

Two thousand of the bank's customers and friends were present at this picnic. Music was furnished by the LaGrange Band, and several prominent speakers were present, among whom were Judge James S. Drake, of Goshen, Ind.; Hon. David H. Hogg, from Ft. Wayne, Ind.; Harry L. Arnold, of Gary, Ind.; H. Lyle Shank, of Angola, Ind., and Hon. F. J. Dunten, of LaGrange, Ind.

The committee having charge of the picnic were Burritt S. Walter, Elmer O. Grady, George W. Choler, Geo. C. Morgan, F. R. Woodworth, J. J. Kauffman and Rollo N. Walter, all of them being officers of the trust company.

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O. E. LAMBLE, Auditor

Speaking of Old Customers

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This company is making a specialty of farm loans throughout northern Indiana and will accept applications in all counties north of Hamilton, Madison and Boone counties. Loans are made for 33 years on the Amortization plan and liberal arrangements are made with correspondent banks throughout the district. Parties interested will receive a prompt response by writing the St. Joseph Loan & Trust Company, South Bend, Indiana.

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FRED J. HELMEN, JR.....Assistant Cashier
W. E. NIVEN.....Manager Bond Dept.
E. F. ABERNETHY.....Manager Insurance Dept.

The Chase National Bank

of the City of New York
57 BROADWAY

Capital	$20,000,000
Surplus and Profits	24,605,034
Deposits (June 30, 1924)	487,418,771

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